

SPOTLIGHT

JUNE 2020

RIDE THE

WAVE



ZIG WHEN OTHERS ZAG



Steve Greer

Chief Executive Officer
American Income Life &
National Income Life Divisions

THERE'S NOTHING IN THE MIDDLE OF THE ROAD BUT YELLOW STRIPES AND DEAD ARMADILLOS.

— JIM HIGHTOWER

READ AN INTERESTING ARTICLE RE-cently in the Harvard Business Review that talked about the need to continue to innovate even when in the midst of unpredictable change. The article is actually ten years old, but it's so on point, it could have been written yesterday in the current circumstances businesses find themselves in.

My takeaway was this: "The true mark of a leader is the willingness to stick with a bold course of action — an unconventional business strategy, a unique product-development

roadmap, a controversial marketing campaign — even as the rest of the world wonders why you're not marching in step with the status quo. In other words, real leaders are happy to zig while others zag. They understand that in an era of hyper-competition and non-stop disruption, the only way to stand out from the crowd is to stand for something special." I continue to be proud of the way our AIL-NILICO leadership team and that of Globe Life corporate leaped out in front and stayed in front of the changes and uncertainty the COVID-19 pandemic has created.

I would argue that the innovations and bold plans themselves would have made zero difference if it weren't for the willingness and adaptability of every member of our field sales force. We all like to think we're adaptable, that we "go with the flow," and embrace change, but if we're honest, I think it's more accurate to say that even when we recognize the need for change, we grit our teeth and push ahead because we have to, whether we want to or not. Maybe our survival (life or death) doesn't depend on it, but our financial survival certainly does.

Change is rarely easy, especially when it means setting aside what you have come to call

"normal" to pivot on a dime toward something new and completely different. It's that old internal space we innocently call our comfort zone aka the middle of the road. Comfort is good. Comfort is easy. We're good at comfort. As much as we love it, comfort will stop progress, growth, innovation, and change dead in their tracks.

But you did it anyway, and better than any of us could have imagined. Some people may have had a little trouble adjusting to the new front-and-center role technology plays in our sales and recruiting process, but you helped each other, you learned, and you created a wave of activity that has given AIL-NILICO consecutive months of record growth in production, reinstatements, and recruiting. Anything that happens after this will be a piece of cake because you and the Company have proved we are adept at maneuvering change and adversity.

The world post COVID-19 is a whole new ball game where business as usual cannot exist. The middle of the road may have been good enough in days gone by but those days are gone forever. We are and will continue to zig while others zag to avoid ending up with the "yellow stripes and dead armadillos." *

SPOTLIGHT

ARC.AILife.com/Spotlight.aspx
A monthly publication spotlighting top producers of American Income Life and National Income Life

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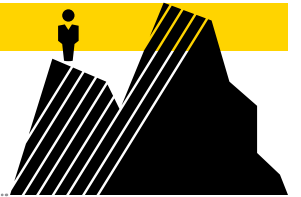


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SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2018, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: 73.0%
Net to Gross: 80%

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday, 7/24** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Wednesday, 7/29**. eApp business excluded from the 7 day hold should be uploaded by **Friday, 7/31** before 3:30 p.m. CST to count for **July** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$5,785,108

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to Page 32-37.

Spotlight Digital is now on the web!

A digital publication spotlighting top producers of AIL & NILICO

spotlight.ailagents.com
Username: **AIL** Password: **proveit2020!**

See your SGA or manager if you need assistance.

*** Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2021 Awards Presentation are: the TOP SGA per category from Categories I–XII based on Performance Factor (minimum 100%), the TOP MGA/RGA from each category based on Growth (minimum 100%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2021 Convention Qualifications online at www.aillife.com or www.nilife.com. **Check your production! If there is an asterisk by your position, you could be on your way to stay at The Grand at Moon Palace in Cancun, Mexico. The convention will be held May 5-8, 2021.**



LOOK FOR ME!

ANNIVERSARIES

39 YEARS OF SERVICE

Bert Feldman, AGT
38 YEARS OF SERVICE
 George Farenthold, PR
30 YEARS OF SERVICE
 John McCreary, SGA
27 YEARS OF SERVICE
 Patrice Wise, RGA
25 YEARS OF SERVICE
 Cheryl Cook, PR
24 YEARS OF SERVICE
 Patrick Parisi, AGT
22 YEARS OF SERVICE
 Preeti Sahgal, AGT
21 YEARS OF SERVICE
 Julie Aprahamian, AGT
 Mario Soljan, PR
20 YEARS OF SERVICE
 Lorena Barriere, GA
19 YEARS OF SERVICE
 Susan Bergh, AGT
 Cas Robinson, PR
 Imran Satti, SGA
 Jeremy Welch, SGA
 Matthew Wolfanger, AGT
18 YEARS OF SERVICE
 Chad Deley, SGA
 Daniel Potilechio, AGT
17 YEARS OF SERVICE
 Samson Adelufosi, AGT
16 YEARS OF SERVICE
 Rita Rider, RGA
15 YEARS OF SERVICE
 Ryan Tucker, RGA
13 YEARS OF SERVICE
 Lori Vaughn, PR
 Daniel Walton, RGA

12 YEARS OF SERVICE

Thomas Vena, SGA
11 YEARS OF SERVICE
 Jesse Rennich, RGA
 Lisa Richardson, AGT
10 YEARS OF SERVICE
 Charles Belt, AGT
 Jordan Chalom, RGA
 Michael Clemente, RGA
 Erna Gasanin, MGA
 Melne Hughes, MGA
 Eric Peyton, AGT
 David Rockway, AGT
 Tami Williams, PR
9 YEARS OF SERVICE
 Zachary Bradshaw, AGT
 Carlo Buhay, RGA
 Christa Davis, PR
 Debra Esquivel, AGT
 Daymon Green, AGT
 Jenna Grula, GA
8 YEARS OF SERVICE
 Jocelyn Bolito, AGT
 Michael Coulthard, GA
 Edward DeFurio, GA
 Ronald Fitzgerald, AGT
 Taurean Flourmoy, RGA
 Micah Focken, AGT
 Calvin Irving, GA
 Avi Kauderer, RGA
 Igor Melcharek, AGT
 Bobby Park, RGA
 Duane Shaw, MGA
7 YEARS OF SERVICE
 Alix Albright, AGT
 Elias Boles, RGA
 Angela DeVivo, AGT

Henry McCormick, AGT
 Brandon Mogel, MGA
6 YEARS OF SERVICE
 Alisha Anderton, AGT
 James Cassie, MGA
 Jordan Kness, GA
 Vincent Meyer, AGT
 London Nelson, SGA
 Joel Nunez, MGA
 Matthew Obringer, AGT
 Elaine O'Neill, AGT
 Christabel Ornelas, AGT
 Christopher Ross, MGA
 Karen Salek-Cuzmar, GA
 Richard Tabanji, GA
 Travis White, MGA
5 YEARS OF SERVICE
 Asad Ahmed, GA
 Alan Arellano, GA
 Dina Boghdady, GA
 Sharon Briscoe, AGT
 Marie Campbell, MGA
 Skylar Chauvin, GA
 Luc Do, SA
 Maxon Eloxier, MGA
 Shai Mate, AGT
 Pam Monetti, PR
 Ian Pickett, AGT
 Alejandro Pineda, AGT
 Jeramey Pitman, GA
 Theodore Ryan, MGA
 Jessica A Smith, AGT
 Mandale Tolefree, AGT
 William Tompkins, MGA
 Jordan Warner, GA
4 YEARS OF SERVICE
 Zachary Button, GA

Michelle Caouette, AGT
 Zindora Crawford, MGA
 Bethany Evans, MGA
 Farnaz Fotovat Ahmadi, GA
 Joshua Francoeur, MGA
 Eddie Gonzales, SA
 Douglas Holcomb, AGT
 Timothy Jones, SA
 Joseph Massucci, SA
 Brandon Neal, MGA
 Ngan Pham, AGT
 Joshua Reyes, GA
 Erica Robertson, GA
 Donald Stone, MGA
3 YEARS OF SERVICE
 Max Akers, MGA
 Nooreenshah Bappoo, AGT
 Chad Boskat, GA
 Nicholas Chuma, MGA
 Noella Coleman, MGA
 Marissa Cunningham, RGA
 Hayden Davis, AGT
 Nelson Desmond, GA
 Jacob Dorrance, SA
 Amandeep Kaur Gill, AGT
 Jaden Goldney, SA
 Venus Grier, SA
 Jared Guglielmino, GA
 Carla Snair, MGA
 Lisa Johnson, PR
 Trace Johnson, RGA
 Carrisa Korres, AGT
 Delvin Lanier, SA
 Michael McKiernan, RGA
 DeShawn Moore, MGA
 Mark Patterson, SA
 Shaun Race, SA

Althea Rozario, AGT
 Jordan Siudy, SA
 Tina Skalkos, MGA
 John Smith, AGT
 Anthony Spataro, GA
 Linda Torrence, AGT
 Octavio Villa, SA
 Brian Woodland, MGA
2 YEARS OF SERVICE
 Richard Bearden, SA
 Adam Bernath, AGT
 Randy Ortiz, SA
 Stacey Brokenbough, AGT
 Keith Brown, GA
 Rachel Canning, SA
 Jacquetta Clayton, SA
 Devonte Coles, MGA
 Luis Corella Aguayo, GA
 Hector Cortez, PR
 Christopher Czajkowski, AGT
 Nadia Dixon, SA
 Timothy Doane, SA
 Daniel Durgin, GA
 Karina Escobar, SA
 Roger Fredericks, SA
 Erik Geer, SA
 Fouad Georges, GA
 Kathryn Gillyuly, AGT
 Avery Hearn, MGA
 Marquis Hill, GA
 Michael Hrvatin, SA
 Matthew Hudlin, MGA
 Dylan Hurd, AGT
 Eno Ifrti, RGA
 Carl Ignatius, AGT
 Muktadir Kazi, AGT
 Ashkan Khoshmagham, MGA

Maureen Kilian, AGT
 Eric Knox, AGT
 Gift Kusuwan, GA
 Aleatha Lowe, GA
 Mele Makau, MGA
 Nicole Mead, GA
 Gina Meyer, AGT
 Esa Mohamed, AGT
 Christine Morris, SA
 Jon Morrow, MGA
 Christopher O'Neal, GA
 Landy Barthelemy, SA
 Andre Beamon, AGT
 Kevin Belt, AGT
 Ernest Benjamin, AGT
 Michael Binkowski, AGT
 Justin Brent, RGA
 Steven Brickman, SA
 Andre Bzhetaj, SA
 Weslee Cajeras, SA
 Stephanie Chavez, AGT
 Jose Chiquito, AGT
 Matthew Code, SA
 Selena Colon, SA
 Carolina Correa, AGT
 Blaine Cowart, AGT
 Tracy Davis, GA
 Scott Dell'Arciprete, AGT
 Rajan Dhesi, AGT
 Angela Dodd, SA
 Matthew Dunn, AGT
 Josefina Durand, GA
 Devin Finley, SA
 Andrew Fischer, AGT
 Elisa Flores, SA
 Raven Fugate, MGA
 Eli Galdamez Martinez, AGT

Khalid Abu-Hunainah, SA
 Sheldon Adelson, AGT
 Adrain Alfred, GA
 Johnny Allison, SA
 Adriana Alvarez Sorto, SA
 Brandon Anderson, AGT
 Daniel Arzate Roa, SA
 John Bamford, AGT
 Cynthia Barber, AGT
 Emma Barnes, SA
 Austin Barnhart, AGT
 Landy Barthelemy, SA
 Andre Beamon, AGT
 Kevin Belt, AGT
 Ernest Benjamin, AGT
 Michael Binkowski, AGT
 Justin Brent, RGA
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 Elisa Flores, SA
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 Eli Galdamez Martinez, AGT

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 Maedeh Gholamzadehmir, AGT
 Tommica Gibson, SA
 Kyira Gillette, SA
 Rachael Glamp, SA
 Elizabeth Goldsberry, SA
 Chris Gonzales, SA
 Alexia Gonzalez, SA
 Crystal Greenhill, SA
 Milton Greer, AGT
 Diana Grose, SA
 Martin Guerrero, GA
 Mignon Hancock, AGT
 Drew Hardy, AGT
 Brandie Heard, AGT
 Sara Hernandez, AGT
 Judith Hetherington, AGT
 Andrea Hill, SA
 Marsei Hogan, GA
 Thomas Holland, SA
 Alexis Howard, SA
 Chihan Hsieh, AGT
 Myesha Hurston, AGT
 Lisa Jackson, SA
 Fatima Jaguros, GA
 Janella James, SA
 Taleb Jammoul Hajali, SA
 Ralph Jean-Jacques, AGT
 Lawrence Johnson, AGT
 Majesty Johnson, AGT
 Genna Kelleher, SA
 Pranvera Kelmendi, SA
 Patrick Keohane, SA
 Preston Klutz, SA
 Brenna Kucinski, SA
 Michelle Kurtz, SA

Evan Lawrence, GA
 Chris Lewis, SA
 Eli Lobo Gonzalez, SA
 Trenance Lynch, AGT
 Bertin Mangongo, AGT
 Stephanie Mars, AGT
 Anthony Marsella, GA
 Adriana Marte, AGT
 Hector Martinez Rivera, SA
 Jonathon Massingill, GA
 Adina Matthews, SA
 Cedric Matthews, AGT
 Michael Mayo-Cruz, AGT
 Timothy McNulty, GA
 Joshua McTier, GA
 Jose Medina, AGT
 Dominic Meehan, SA
 Ivanna Melnyk, SA
 Iv Menache, SA
 Kalie Mendrek, SA
 Sean Merritt, SA
 Johan Moreno, SA
 Lori Nadeau, SA
 Besim Nikaj, SA
 Jason Norris, AGT
 Jonathan Ojendi, GA
 Amy Orlando, PR
 Cashara Outlaw, AGT
 Tyler Parker, SA
 Quintessa Petit, SA
 Patrick Poulos, AGT
 Kyle Ray, AGT
 Jeanine Reighn, GA
 Michael Revilla, SA
 Cory Reynolds, SA
 Justin Rinderle, AGT
 Gavin Rindt, AGT

Jonathan Rindt, SA
 Christy Ritts, SA
 Julius Rivera, SA
 Ebony Romain, SA
 Wanda Rowbotham, AGT
 Anthony Salerno, SA
 Constance Sanner, GA
 Scott Saxton, GA
 Christopher Short, SA
 Nelson Silva, AGT
 Feagai Singh, SA
 Jennifer Smajda, AGT
 Amy Spiegel, GA
 Jordan Stelzer, GA
 Olga Szwed, SA
 Yndira Tarazona Carmona, AGT
 Esteven Taylor, AGT
 Melvin Teasley, AGT
 Drew Tepper, AGT
 Elvis Tinaj, GA
 Taylor Tripp, AGT
 Angela Velasco, SA
 Bella Wagner, AGT
 Jason Ward, SA
 Matthew Ward, SA
 Soala Wariboko, AGT
 Brendan Whitted, SA
 Dajun Wilson, SA
 Jerry Wilson, AGT
 Sandra Winstead, SA
 John Witteman, AGT
 Lamour Workman, SA
 Thomas Wright, SA
 Corey Young, AGT

PROMOTIONS

REGIONAL GENERAL AGENT

Claude Hamilton
 Madison Kilburn
MASTER GENERAL AGENT
 Suely Bodart
 Sierra Hartwig
 Dale Hetrick
 Joseph Kanaan
 Samuel Kilburn
 Yairy Magon
 Todd Kisty
 Alexander Marzilli
 Ebuwa Ottagio
 Jamell Ramsay
 Christopher Ross
 Donald Stone
 Travis White
 Joshua Williams
70% GENERAL AGENT
 Jonathan Barrett

John Belloni
 Kamie Clark
 Matthew Ficarra
 Felipe Machado-Santanna
 Shawn Quick
 Silvia Rivera Barrientes
 Mam Njamba Samba
 Rana Shirer
 Devena Stewart
 Robert Trepagnier
 Krystal Walters
67.5% GENERAL AGENT
 Chillynn Acevedo
 Deion Alocozy
 Mark Banks
 Crista Bejarano
 Astrid Castrillon
 Wendy Chaya Paredes
 Daniel Durgin
 Joshua Egyud

Enid Franco
 Stephanie Harris
 Jaydie Knox
 Cody Langston
 Shonda Lewis
 Vincent Massari
 Richard Robinson
 Rufino Salinas
 Sousan Samadzade
 Scott Saxton
 Shalair Simms
 Jacquelyn Strobbe
 Rosa Teixeira
57.5% GENERAL AGENT
 Katy Rivera
65% SUPERVISING AGENT
 Shyla Bateast
 Orlando Crimmel
 Esther Grachan

Chalisa Holmes
 Sammy Kiflu
 Blayne Koppens
 Stacey Lang
 Keith Ryan MacDonald
 Yehuda Makowitz
 Bernice Manor
 Anthony Mazurkewicz
 Lena McKinney
 Jennifer Mellard
 Victoria Nihizer
 Randy Ortiz
 Kenneth Overby
 Daniel Pues
 Rebecca Reynolds
 David Riggins
 Morunny Rocun
 Jordane Ruhmann
 Rafael Sanchez Reyes
 Amy Straiton

Derek Sutherlin
 Matthew Sutton
 Rachel Toledo
 Omar Vasquez
62.5% SUPERVISING AGENT
 Leticia Aldaco
 Radames Alvarado
 Jacquelyn Andaluz
 Christopher Applegate
 Kimberly Arena
 Julian Ashley
 Abdullah Badawi
 Miles Bailey
 Crystal Boardman Vitone
 Gonzalo Buitron Olvera
 Sharhanda Byers
 Yashica Caffee
 LaQuanda Calhoun
 Jacob Campbell
 Brandon Carney

Eber Centeno
 Joseph Ciliberti
 Samuel Close
 Charles Coleman
 Devin Cordero
 Faye Crandall
 Angelique Dahl
 Gabriel Dela Rosa
 Marquis Dotson
 Gayla Duncan
 Lukas Dunman
 Samantha Edwardson
 Sean Ehlert
 Erin Frazier
 Patrick Frazier
 Andrea Frost
 David Ginsburg
 Asia Glover
 Bryson Gonzalez
 Michaela Griffin

Mauricio Guerrero
 Vanessa Gutierrez
 Tyra Hamilton
 Montana Hanson
 Mark Helton
 Marilyn Henderson
 Vanessa Hernandez
 Matthew Hoapili
 Bryan Hohenthauer
 Hannah Hoon
 Matthew Hunsberger
 Jada Johnson
 Markia Johnson
 Jantale Jones
 Aminata Joof
 Taylor Kay
 Cassius Keene
 Dimuthu Kelegama
 Andrew Kidd
 Anne Marie Lampow

Edwin Lapitan
 Benci Lavorini
 Devin Leon
 Charles Lombardo
 Adam Ludolph
 Kelsey MacDonald
 Quanesha Mack
 Cameron Mitchell
 Risa Moniz
 Anggi Moreno
 Eric Murguia
 Cole Murphy
 Mayra Nieves Corujo
 Christopher Nijmeh
 Ramon Noronha
 Yeily Ocampo Quintero
 Firooz Omar
 Allain Paet
 Teralynn Parodi
 Shawn Penner

Kelcey Perry
 Tremain Remberth
 Tania Reyes
 Christa Roberson
 Cody Robinson
 Mesele Ruhland
 Maricela Santacruz
 Shaina Santagata
 Justin Schmidt
 Anson Shepherd
 David Sims
 Dawn Smith
 Baton Statovci
 Bowen Sweeney
 Wilson Tabb
 Tyler Tanner
 Robert Tappy
 Shaquille Taylor
 Hope Trendall
 Levi Vermeulen

Savanna Vermeulen
 Frank Washington
 Caitlyn Webb
 Candace Williams
 Matthew Willrodt
 Gary Wilson
 David Winker
 Nixon Zheng
 Morgan Zumwalt
52.5% SUPERVISING AGENT
 Logan Calman
 Timothy Flynn
 Iv Menache
 Alicia Sang
 Cody Shucraft
 Kettia Simon
 Ryan Slone
 Eileen Vasquez
 Travis Walker



THE THRILL OF THE CHASE



Jason Beckman

Division Vice President
PR Field Operations

IN EARLY JUNE, A TREASURE CHEST holding gold nuggets and rare gems worth more than \$1 million was found after sitting undisturbed in the Rocky Mountains for more than 10 years. The box had been hidden by millionaire art dealer Forrest Finn and the only clues to find this treasure were a map, a poem, and hints that first appeared in his self-published book, *The Thrill of the Chase*.

It is said that more than 250,000 people had tried to decipher the clues and embark on a life-changing journey through the wilderness. This journey did not come without loss; it is reported that at least four people lost their lives hunting for the treasure. While Finn discouraged people risking their lives in search of this treasure, he did encourage others by stating, "I want to congratulate the tens of thousands of people who participated in the search and hope they will continue to be drawn by the promise of other discoveries."

When I think of my beginnings in *Opportunity Unlimited* at American Income, I think of a time when I could've taken the easy road and chosen something familiar — my job at the time. Most people would've thought that would be the responsible thing to do as my wife was out of work, pregnant and on bedrest with our first child. There's not a better time to embark on a career change than in the middle of a life-changing event, right?

However, the lure of *Opportunity Unlimited* won out and I found myself accepting a position as a Marketing Specialist just hours after my first child had been born. The "Thrill of the Chase" at AIL is not much different than the chase so many people found themselves in as they searched for a treasure in the Rocky Mountains. There are many people who come to this Company interested in

Opportunity Unlimited, but you must be committed to find it.

Whether you're an agent at AIL or a PR Representative/Marketing Specialist, you must be committed and disciplined to find your own treasure. The long days, meetings in the evenings and on weekends, hours driving to-and-from appointments and facing rejection more so than relishing in victory isn't an easy task and, sometimes, it can be downright brutal. However, the "Thrill of the Chase" of getting an original group that has never worked with us, signing a group that presented some challenges, or a routine renewal is ALWAYS worth it.

At the end of it all, we are not only drawn by the promise of other discoveries (virtual meetings), but we are drawn by our promise to support our labor allies and protect working families. 🙌

"THERE ARE MANY PEOPLE WHO COME TO THIS COMPANY INTERESTED IN OPPORTUNITY UNLIMITED, BUT YOU MUST BE COMMITTED TO FIND IT."



American Income
National Income
Life insurance companies

SGA FANTASY DRAFT RULES:

All 7 teams will compete against their baseline (Net ALP average April-May) for the entire month of July.

The 4 teams with the highest % growth over their baseline will play in the Super Bowl during the entire month of October.

The team with the highest % growth over their baseline will be the 4th Annual Fantasy Draft Champions.

— 2020 FANTASY DRAFT TEAMS —

TEAM 1 AO

Dustin Venekamp
Albie Serur
Dorian Oldham
Gabe Feldmann
Laura Fisher
HO-Houston Latino
John Young
Tiffany Roland
AO-Lorence
Williams-Akinade-Musso
Steve Friedlander

TEAM 2 SIMON ARIAS

Mario Hajro
Serur-Yagjian
Giddens-Giddens
Brian Schreiter
Kyle Johnson
Evan Holzhauser
Jay Washington
Sabrina Lloyd
Andrew Wagner
Josh West
Kris Thieme

TEAM 3 GIGLIONE- ACKERMAN

Richard Correa
Beto Quintero
Nick Moore
Fisher-Zuzick
James Cunningham
Desi Dimitrova
Ryan Bisanz
Andre Hawthorne
Henderson-McLaughlin
Byron Paz
AO-Stenglein

TEAM 4 ZACH HART

Mathew Hart
Kyle Wrobel
Hart-Lewicki
Andre McCallum
Jose Carvajal
Brandon MacDonald
Greg Graham
Blake Ralston
Tom Williams
Don Foti
Josh Chalom

TEAM 5 THEO PAPPAS

Pappas-Quadri
Tommy Vena
Brett Gryska
London Nelson
Bob Olson
Cindy Furer
Hemerson Gonzalez
Chad Potts
Corey Neff
Moswen Taylor
Stephen Jubrey

TEAM 6 S-S-BENDURE- HARTWIG

Michael Vasu
Jamison Weatherspoon
Souley Bah
Philip Prata
Ernest Powell
Matt Henderson
Chad Deley
Gonzalez-H-W
Cisco Perez
Martin Forshee
AO-Janti

TEAM 7 S-S-PARKS- SALVAGGI

Hart-Dushaj
Slav Bitman
Kevin Holtz
Cohen-Cohen
Satti-Kanaan
Travis Moody
Denis-Michael Catalano
Imran Satti
Mark Beckford
Jeremy Welch
AO-Orng



NEW ASSOCIATES

PER MANAGER

SA

| NAME | # | SGA | NAME | # | SGA | NAME | # | SGA | NAME | # | SGA |
|--------------------------|---|-------------------|--------------------------|---|-------------------|-----------------------|---|-------------------|----------------------|---|-----------------|
| Edgar Gonzalez Montesino | 5 | HO Houston Latino | Anizabeth Parra Gonzalez | 3 | Gonzalez-H-W | Astrid Castrillon | 2 | Hemerson Gonzalez | Funmilola Elumade | 2 | Theodore Pappas |
| Taleb Jammoul Hajali | 5 | Beto Quintero | Jorge Caridad | 3 | HO Houston Latino | Radames Alvarado | 2 | Gonzalez-H-W | Juliet Rowan | 2 | Theodore Pappas |
| William Benline | 4 | Hart-Dushaj | Nancy Miller | 3 | London Nelson | Dorian Terra | 2 | Mathew Hart | Yessika Rodriguez | 2 | Beto Quintero |
| Benzack Cooper | 4 | Hart-Dushaj | Leonardo Alsina | 3 | Beto Quintero | James Coffee-Tavi | 2 | Hart-Dushaj | Peter Baney | 2 | Moswen Taylor |
| Anton Ljuljdjuraj | 4 | Hart-Dushaj | Cesar Perez Ramirez | 3 | Beto Quintero | Cara Griffin-Locker | 2 | Matt Henderson | Edrick Shelby | 2 | Michael Vasu |
| Moriah Chandler | 4 | Matt Henderson | Selina Maldonado | 3 | Michael Vasu | Victor Martel | 2 | HO Houston Latino | Preston Klutz | 2 | Dustin Venekamp |
| Bryson McCleary | 4 | Dustin Venekamp | Angie Erskine | 2 | AO | Zorhedy Romero Aranda | 2 | HO Houston Latino | Alejandro Saladrigas | 2 | Dustin Venekamp |
| Twana Smith | 3 | Simon Arias | Bryan Hohenthauer | 2 | AO | Michelle Barnett | 2 | Sabrina Lloyd | | | |
| Darren Lawhon | 3 | Richard Correa | Kate Kriekle | 2 | AO | Skay Nusenu | 2 | Sabrina Lloyd | | | |
| Chilynn Acevedo | 3 | Fisher-Zuzick | Youliana Mikhaiel | 2 | Richard Correa | Damaris Trejo | 2 | Sabrina Lloyd | | | |

MGA

| NAME | # | SGA | NAME | # | SGA | NAME | # | SGA | NAME | # | SGA |
|------------------------|----|-------------------|---------------------|---|-----------------|--------------------|---|-------------------|-------------------|---|------------------------|
| Beau Locker | 10 | Matt Henderson | Edward Leon | 6 | Hart-Dushaj | Duane Shaw | 4 | Sabrina Lloyd | Michael Romero | 3 | Mathew Hart |
| Patricia Contreras | 10 | Beto Quintero | Patrycja Grudzinska | 6 | Sabrina Lloyd | Andy Batten | 4 | Michael Vasu | Paul Smith | 3 | Zach Hart |
| Heriberto Chavez | 9 | Richard Correa | Loraine Harris | 6 | London Nelson | Nicole Sanders | 4 | Michael Vasu | James Sodan | 3 | Nick Moore |
| Joseph Gojcaj | 9 | Hart-Dushaj | Ashley Clarke | 6 | Ernest Powell | Jose Viramontes | 4 | Michael Vasu | Barry Donalson | 3 | Bob Olson |
| Brandon Neal | 9 | Hart-Dushaj | Walter Icaza | 5 | Beto Quintero | Michael Burningham | 3 | AO | Reynolds Akuamoaa | 3 | Theodore Pappas |
| Augusto Arango | 8 | Hemerson Gonzalez | Kelly Ekker | 5 | Tiffany Roland | Patrick Donovan | 3 | AO | Keeland Bryant | 3 | Ernest Powell |
| Zach Otto | 8 | Sabrina Lloyd | Genna DeMetsenaere | 5 | Andrew Wagner | Christopher Hintz | 3 | AO | Timothy Welsh | 3 | Tiffany Roland |
| Sergio Carta | 8 | Beto Quintero | Phi Phan | 4 | Desi Dimitrova | Bobby Park | 3 | AO | Bryan Juskiw | 3 | S-S-Bendure-Hartwig |
| Michael McKiernan | 8 | Dustin Venekamp | Gabriela Sime | 4 | Fisher-Zuzick | Bethany Evans | 3 | Simon Arias | Amanda Peterson | 3 | Moswen Taylor |
| Tahis Quintero Bonilla | 7 | HO Houston Latino | Richard Rozolsky | 4 | Giddens-Giddens | Alma Lozano | 3 | Richard Correa | Dustin Dunbar | 3 | Dustin Venekamp |
| Clayton Slaughter | 7 | Michael Vasu | Kerry Zorns | 4 | Giddens-Giddens | Drake Smith | 3 | Richard Correa | Eugene Garcia | 3 | Dustin Venekamp |
| David Carpenter | 7 | Dustin Venekamp | Mauro Capozucca | 4 | Gonzalez-H-W | Derrick Mason | 3 | Chad Deley | Awa Babou | 3 | Williams-Akinade-Musso |
| Erin Allen | 6 | Richard Correa | Angel Contreras | 4 | Gonzalez-H-W | Gary Slocum | 3 | Desi Dimitrova | Kasali Kotun | 3 | Williams-Akinade-Musso |
| Joshua Goodman | 6 | Richard Correa | Matthew Bogle | 4 | Matt Henderson | Jeff Wentworth | 3 | Laura Fisher | Samy Jacques | 3 | Tom Williams |
| Matthew Turnquist | 6 | Richard Correa | Aaron Piotrowski | 4 | Sabrina Lloyd | Jonathan Da-al | 3 | Steve Friedlander | Jean Joseph | 3 | Tom Williams |

GA

| NAME | # | SGA | NAME | # | SGA | NAME | # | SGA | NAME | # | SGA |
|-----------------------|---|-------------------|------------------------|---|------------------------|----------------------------|---|-------------------|-------------------|---|----------------------|
| Klyo Vidal | 9 | Beto Quintero | Altina Arakelian | 3 | Desi Dimitrova | Jordan Stelzer | 2 | Richard Correa | Tracy Davis | 2 | Ernest Powell |
| John Curry | 8 | Hart-Dushaj | Santiago Calle Ramirez | 3 | Hemerson Gonzalez | Leonel Lazcano | 2 | Desi Dimitrova | Lauren Lord | 2 | Ernest Powell |
| Rafael Medina | 8 | HO Houston Latino | Jhonatan Quintero | 3 | Hemerson Gonzalez | Justin Rydzial | 2 | Laura Fisher | Alfredo Garcia | 2 | Beto Quintero |
| Sherrie McCarty | 8 | Dustin Venekamp | Tyler Cox | 3 | Matt Henderson | Jennylyn Militante-Radnoty | 2 | Steve Friedlander | Sean Gillespie | 2 | Tiffany Roland |
| Eric Caballero | 7 | Richard Correa | Karen Salek-Cuzmar | 3 | Matt Henderson | Joseph Stapleton | 2 | Giglione-Ackerman | Danny Juskiw | 2 | S-S-Bendure-Hartwig |
| Doris Martinez Garcia | 7 | Beto Quintero | Shiv H Patel | 3 | Sabrina Lloyd | Klaudio Martinaj | 2 | Mario Hajro | Eric Butt | 2 | S-S-Parks-Salvaggi |
| Jacob Brown | 6 | Hart-Dushaj | April Baxter | 3 | Chad Potts | Katherine Lim | 2 | Mathew Hart | Levi Szanto | 2 | S-S-Parks-Salvaggi |
| Christian Gojcaj | 5 | Hart-Dushaj | Marsei Hogan | 3 | Ernest Powell | Ian Rouleau | 2 | Zach Hart | Adrain Alfred | 2 | Michael Vasu |
| Kevin Dimery | 4 | Richard Correa | Roxie Soto | 3 | Beto Quintero | Jerome Benenati | 2 | Hart-Dushaj | Stephanie Dunbar | 2 | Michael Vasu |
| Alexander Marzilli | 4 | Fisher-Zuzick | Andrew McAllister | 3 | Moswen Taylor | Valentino Kalaj | 2 | Hart-Dushaj | Isaac Foster | 2 | Michael Vasu |
| Adel Al Choufi Naim | 4 | Gonzalez-H-W | Stacye Tanksley | 3 | Michael Vasu | Gjon Ljuljduraj | 2 | Hart-Dushaj | Jacob George | 2 | Michael Vasu |
| Joe Lewo | 4 | Matt Henderson | Kellie Tucker | 3 | Andrew Wagner | Corey Helwig | 2 | Matt Henderson | Francisco Vasquez | 2 | Michael Vasu |
| Tanika Thompson | 4 | London Nelson | Joshua Reyes | 2 | Simon Arias | Raul Angulo | 2 | HO Houston Latino | Tanner West | 2 | Michael Vasu |
| Storm Hutskal | 3 | AO | Skylar Chauvin | 2 | Denis-Michael Catalano | Steven Baum | 2 | Sabrina Lloyd | Jammal Coleman | 2 | Andrew Wagner |
| Mark Lomonaco | 3 | AO | Jonathan Barrett | 2 | Richard Correa | Michael Jang | 2 | Sabrina Lloyd | Tara Maley | 2 | Jamison Weatherspoon |
| Christie Jauch | 3 | Simon Arias | Peter Padro | 2 | Richard Correa | Vera Giles | 2 | Bob Olson | | | |

RGGA

| NAME | # | SGA | NAME | # | SGA | NAME | # | SGA |
|--------------|----|---------------|--------------|----|---------------|---------------|----|-------------|
| Robert Janev | 18 | Sabrina Lloyd | Walter Icaza | 18 | Beto Quintero | Joseph Gojcaj | 17 | Hart-Dushaj |

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:

- SA & GA** – at least two new associates during the month
- MGA** – at least three new associates during the month
- RGGA** – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

LEGACY

RECRUITING PROGRAM



TOP RECRUITING AGENTS** MAY

TOTAL LEGACY RECRUITERS: 345 TOTAL LEGACY RECRUITS: 478



Cesar Fischer
9 Recruits
Beto Quintero



Astrid Castrillon
8 Recruits
Hemerson Gonzalez



Diego Cordeiro
7 Recruits
Beto Quintero



Gina Eudy
6 Recruits
Gabriel Feldmann



Raul Bravo
5 Recruits
Beto Quintero

| NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS |
|-----------------------|------------|---------------------|------------|-----------------------|------------|---------------------|------------|-------------------------|------------|---------------------|------------|-------------------------|------------|-------------------------|------------|
| Cesar Fischer | 9 | Hugo Franco Osorio | 3 | Leah Bilbruck | 2 | Robin Gonzalez | 2 | Duni Olusegun | 2 | Simon Arias | 15 | Samson Pinter | 2 | Josephine Pounds | 2 |
| Astrid Castrillon | 8 | Kevin Lauterbach | 3 | Brian Boehmke | 2 | Ryan Haynes | 2 | Samson Pinter | 2 | Steve Friedlander | 15 | Jonathan Pizzuto | 2 | Jerrica Robison McGehee | 2 |
| Diego Cordeiro | 7 | Michael Lewo | 3 | Mark Bruce | 2 | Ayana Hill | 2 | Jonathan Pizzuto | 2 | Beto Quintero | 15 | Josephine Pounds | 2 | Adianez Rodriguez | 2 |
| Gina Eudy | 6 | Don Mazzarri | 3 | Ana Bustos-Garrido | 2 | Marsei Hogan | 2 | Josephine Pounds | 2 | Andres Moreno | 15 | Duncan Ray | 2 | Victor Romero | 2 |
| Raul Bravo | 5 | Michael McKiernan | 3 | Ryan Cassidy | 2 | Brandon Hughes | 2 | Duncan Ray | 2 | James Sherwood | 10 | Mohamad Raychouni | 2 | Twana Smith | 2 |
| Deven Brijmohan | 4 | Chase Miller | 3 | Adrian Choulagh | 2 | Christie Jauch | 2 | Mohamad Raychouni | 2 | Eric Thompson | 10 | Cody Robinson | 2 | Wilver Tappo | 2 |
| Matthew Cartwright | 4 | Laura Parra Claros | 3 | Charles Coleman | 2 | Glenn Johnson | 2 | Cody Robinson | 2 | Cesar Perez Ramirez | 7 | Jerrica Robison McGehee | 2 | Kristijan Zilkovski | 2 |
| Edgar Hernandez | 4 | Cesar Perez Ramirez | 3 | Nelly Cuba De Tabares | 2 | Jean Joseph | 2 | Jerrica Robison McGehee | 2 | Beto Quintero | 7 | Adianez Rodriguez | 2 | | |
| Ivonne Leon Viviescas | 4 | Anthony Scaccia | 3 | Eric Delvalle | 2 | Ahmed Kassem | 2 | Adianez Rodriguez | 2 | Tommy Vena | 5 | Victor Romero | 2 | | |
| Yauly Porras | 4 | Averigh Speciale | 3 | Brayden Disanza | 2 | Grant Klemann | 2 | Victor Romero | 2 | Tommy Vena | 5 | Twana Smith | 2 | | |
| Zeljka Sarkanovic | 4 | Cherrish Taylor | 3 | Christopher Ellis | 2 | Luis Marin | 2 | Twana Smith | 2 | Tommy Vena | 5 | Wilver Tappo | 2 | | |
| Ana Cardenas | 3 | Rosa Teixeira | 3 | Taurean Flournoy | 2 | Jonathon Massingill | 2 | Wilver Tappo | 2 | Tommy Vena | 5 | Kristijan Zilkovski | 2 | | |
| Jorge Caridad | 3 | Eric Thompson | 3 | Kimberly Ford | 2 | Sherrie McCarty | 2 | Kristijan Zilkovski | 2 | Tommy Vena | 5 | | | | |
| John Curry | 3 | Stanley Walker | 3 | Jacob Fredal | 2 | Nancy Miller | 2 | | | Tommy Vena | 5 | | | | |
| Matthew Dawson | 3 | Matthew Agnetti | 2 | Jesse Fullmer | 2 | Meaghan Montoya | 2 | | | Tommy Vena | 5 | | | | |
| Sonia Espitia | 3 | Marc Albo | 2 | Rodrigo Garcia | 2 | John Nieves | 2 | | | Tommy Vena | 5 | | | | |

TOP RECRUITING AGENTS** YTD

TOTAL LEGACY RECRUITERS: 1,213 TOTAL LEGACY RECRUITS: 2,069

| NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS |
|--------------------|------------|------------------------|------------|--------------------------|------------|-------------------|------------|------------------|------------|-----------------|------------|
| Astrid Castrillon | 24 | Gina Eudy | 8 | Ryan McIntosh | 6 | Ryan Haynes | 5 | Joseph Stapleton | 5 | Cherrish Taylor | 5 |
| Raul Bravo | 20 | Michael McKiernan | 8 | Linda Mitchell | 6 | Kingsley Ibeh | 5 | Cherrish Taylor | 5 | Dana Velez | 5 |
| Cesar Fischer | 15 | Robert Hughes | 7 | Laura Parra Claros | 6 | Walter Icaza | 5 | | | | |
| Glenn Johnson | 13 | Jalaleddin Kazemisaeid | 7 | Mario Ruiz | 6 | Christie Jauch | 5 | | | | |
| Ryan Fickert | 12 | Alma Lozano | 7 | Iris Saavedra | 6 | Michael Lewo | 5 | | | | |
| Diego Cordeiro | 11 | Robert Martik | 7 | Jatavious Adams | 5 | Don Mazzarri | 5 | | | | |
| Ransey Vazquez | 11 | Sebastian Meneses | 7 | Tiffany Babin-Washington | 5 | Chase Miller | 5 | | | | |
| Deven Brijmohan | 10 | Mam Njamba Samba | 7 | Corey Bode | 5 | Erica Robertson | 5 | | | | |
| Mohamad Raychouni | 10 | Jonathan Da-al | 6 | Nelly Cuba De Tabares | 5 | Adianez Rodriguez | 5 | | | | |
| Matthew Cartwright | 9 | Kelly Ekker | 6 | John Curry | 5 | Philip Roffi | 5 | | | | |
| Casey Jarratt | 9 | Ahmed Kassem | 6 | Rodrigo Garcia | 5 | Cartiza Rojas | 5 | | | | |

LEGACY RECRUITING CLUB

MEMBERS

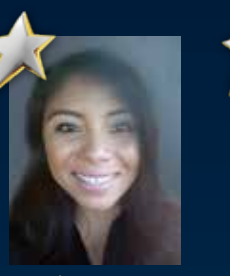
— By Number of Eligible Legacy Recruits*



Astrid Castrillon
Hemerson Gonzalez
27 Recruits
PLATINUM



Daryl Graham
S-S-Parks-Salvaggi
25 Recruits
PLATINUM



Iris Saavedra
Don Foti
25 Recruits
PLATINUM



Duane Shaw
Sabrina Lloyd
25 Recruits
PLATINUM



Matthew Dawson
S-S-Parks-Salvaggi
16 Recruits
GOLD



Jessica Chang
AO
15 Recruits
GOLD



Tommy Conard
Simon Arias
15 Recruits
GOLD



Samisoni Koloa
Steve Friedlander
15 Recruits
GOLD



Andres Moreno
Beto Quintero
15 Recruits
GOLD



James Sherwood
S-S-Bendure-Hartwig
10 Recruits
SILVER



Eric Thompson
S-S-Parks-Salvaggi
10 Recruits
SILVER



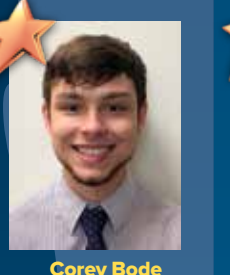
Cesar Perez Ramirez
Beto Quintero
7 Recruits
BRONZE



Brandon Hughes
Dustin Venekamp
6 Recruits
BRONZE



Mohamad Raychouni
Hart-Dushaj
6 Recruits
BRONZE



Corey Bode
Philip Prata
5 Recruits
BRONZE



Elyse Bryan
Souley Bah
5 Recruits
BRONZE



Gina Eudy
Gabriel Feldmann
5 Recruits
BRONZE



Ryan Haynes
Tommy Vena
5 Recruits
BRONZE



Sergio Joaquin Haro
Don Foti
5 Recruits
BRONZE



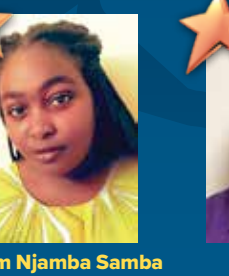
Chase Miller
S-S-Bendure-Hartwig
5 Recruits
BRONZE



Aleanya Moore
James Cunningham
5 Recruits
BRONZE



Joshua Olin
AO
5 Recruits
BRONZE



Mam Njamba Samba
Bob Olson
5 Recruits
BRONZE



Sean Shephard
S-S-Parks-Salvaggi
5 Recruits
BRONZE

▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.
● Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. Spotlight may picture more or less than 5 in case of a tie.
■ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

FOUNDERS CLUB

May Qualifiers—
Outstanding Producers & PR Representatives:



Mike Reed

AO
3 Qualifications
\$146,587 Net ALP
88.5 RET



Trenton Miller

AO
1 Qualification
\$145,916 Net ALP
80.3 RET



Muhammed Ashraf

Theodore Pappas
12 Qualifications
\$131,356 Net ALP
84.3 RET



Tony Georges

S-S-Parks-Salvaggi
3 Qualifications
\$119,485 Net ALP
79.5 RET



Ellen Tuttle

Brett Gryska
2 Qualifications
\$86,000 Net ALP
85.8 RET



Max Quasem

Cohen-Cohen
49 Qualifications
\$83,916 Net ALP
98.1 RET



Douglas Clarke

Brian Schreiter
5 Qualifications
\$76,642 Net ALP
86.6 RET



Rachael Glamp

AO
1 Qualification
\$74,410 Net ALP
88.2 RET



Hasan Ghazal

Satti-Kanaan
1 Qualification
\$64,009 Net ALP
87.1 RET



Richard Carter

AO
12 Qualifications
\$63,985 Net ALP
93.9 RET

VIRUSES & ALLIGATORS



Domenico Bertini

Division Executive Vice President
American Income Life &
National Income Life Divisions

WE DO NOT REALLY GROW MUCH when dealing with the status quo; we often grow most when dealing with situations and/or people like clients we feel are "challenging," as it is in these times we are currently living. When no one is an expert at a new challenge, it becomes very important to listen twice as much as we talk; listen to those around us who may agree or not agree with our views; who may or not offer ideas a million miles out of the box. Healthy debate is the best environment for developing successful strategies. Be sure to listen carefully, keep an open mind, and guard your emotions so that you do not become angry or threatened by the difference of opinion. Everyone has an opinion and it is likely that an honest opinion may not exactly match yours.

The SGA Executive Council had two fiery days of debate in March and when done, our Executives turned this company on a hinge and changed the way we have always known how to do business. It could not have happened without the several ideas and emotional statements that came out of that meeting. But the people who made the final decisions did a lot of listening and let the participants of that meeting share all they had in mind.

In the book *Companies Don't Succeed, People Do* by Bob Nelson PhD, there's a quote by George Napper about removing barriers:

"When you are up to your rear end in alligators, it's hard to remember that your purpose is draining the swamp."

We must remove obstacles and barriers so that we can focus on what is important. For a growing company like ours, growth is important. Growth is what allows us to protect more families, including the ones internal to the Company, and not just the clients. Avoid doing things daily that drag down our time and keep us from focusing on the things that really require our attention. Focus on the opportunity to grow and learn. Appreciate people better than us. Welcome those who "brace against us and dispute our passage" as we can learn more from them than from any "yes man/woman;" let others handle the "alligators" so we can focus on draining the swamp. When we focus on draining the swamp, we are leading by example at all levels of society, not just in sales.

A wise philosopher once commented that an eagle's only obstacle to flying with speed and ease is the air. Yet, if the air were withdrawn and the proud bird were to fly in a vacuum, it would fall instantly to the ground, unable to fly at all. The very element that offers the resistance to flying is at the same time the condition of flight. The main obstacle that a powerboat has to overcome is the water against the propeller, yet if it were not for this same resistance, the boat would not move at all.

The same law – that obstacles are conditions of success – holds true in our business. But each one of these obstacles must be viewed as an opportunity to strategize, execute better and move forward. Obstacles wake us up and lead us to use our abilities. Pressure gives us new power. So, out of our difficulties new strength is born. Every day obstacles become our allies because they make our brains work

to be better at what we do in our business and in our personal life. It does not matter how big an obstacle is; what matters is what are we going to do to overcome that obstacle.

I want to tell you an old Zen story: "There was a king whose people had grown soft and entitled. Dissatisfied with this state of affairs, he hoped to teach them a lesson. His plan was simple: He would place a large boulder in the middle of the main road, completely blocking entry into the city. He would then hide nearby and observe their reactions. How would they respond? Would they band together to remove it? Or would they get discouraged, quit, and return home? With growing disappointment, the king watched as subject after subject came to this impediment and turned away, or, at best, tried halfheartedly before giving up. Many openly complained or cursed the king or fortune or bemoaned the inconvenience, but none managed to do anything about it. After several days, a lone peasant came along on his way into town. He did not turn away. Instead he strained and strained, trying to push it out of the way. Then an idea came to him: He scrambled into the nearby woods to find something he could use for leverage. Finally, he returned with a large branch he had crafted into a lever and deployed it to dislodge the massive rock."

Moral of the story: the king is the virus Covid-19 (as they always are) or any challenge that presents itself to us and blocks the passage to our success. We need to be the lone peasant with the solution to keep going.

The SGA Executive Council, along with the Company and Globe Life have taken all the obstacles out of the way. Now, it's our turn to prove it and be the rainmakers. 🌧️

The BUSINESS ATHLETE

By Jamison Weatherspoon
State General Agent



Los Angeles Rams defensive tackle **AARON DONALD** has made a name for himself as one of the best defensive players to ever play the game. His story illustrates that the outcome does not have to carry the weight of the beginning.

A LOT OF MY SUCCESS, AND A LOT OF WHO I AM NOW, IS BECAUSE OF MY DAD, AND THE WAY HE RAISED ME AND TAUGHT ME HOW TO HAVE A WORK ETHIC.

His humility may come from his parents, but the drive and intensity is self-made. Aaron Donald considered himself to be somewhat lazy as a young child. Early on, he was said to be “under-looked and undersized.” While most teenagers struggle to make it on time to the school bus, at age 14, the future battering Ram woke up at 4:30 a.m. daily for a two-hour workout with his father with a focus on speed and strength. Is there any question as to why he became one of the fastest and strongest defensive players in the game? His success proves over and over that self-choice and the decision to dominate is what ultimately will be the determining factor in success and failure in life.

IT'S NOT THAT HARD TO BE GOOD, YOU CAN BE GOOD OFF RAW TALENT. BUT I FEEL LIKE IT'S THAT EXTRA STEP, DOING WORK AND PUTTING A BODY OF WORK IN AND DOING THINGS WHEN NOBODY ELSE IS WATCHING. WHEN NOBODY ELSE IS TELLING YOU TO DO IT, YOU'RE PUSHING YOURSELF TO DO IT.

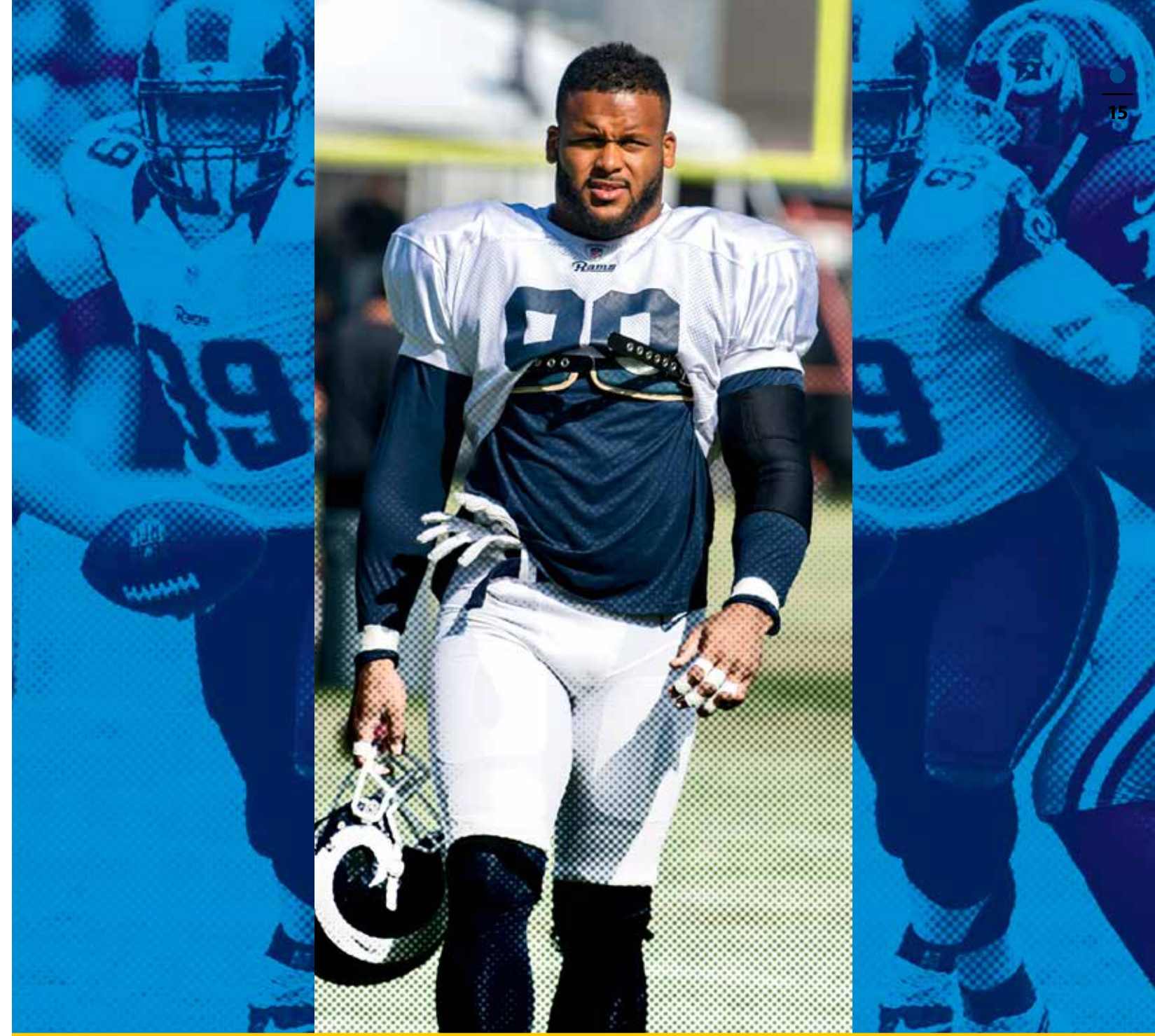
Almost everyone desires the big outcome. Have you ever wanted it so bad you couldn't shut yourself down from the work? The problem is that very few are willing to fix themselves on the scrupulous exertion to build into what they say they want. Any ripple in the path will drive the average away from their initial aspiration. The **BUSINESS ATHLETE** puts in reps when no one is watching and gaining an edge while the competition is practicing REM. How big and strong can you become by defeating your mind to conquer the things that you don't want to do?

It's important to realize that it's more than discipline. It's the drive to completely punish and pulverize the barriers in the path. Desire is the first step in vision. Without fearless execution, the desire is only a dream. Prepare and dominate!

ANYTIME YOU'RE REWARDED FOR THE SUCCESS YOU HAVE, YOU'RE GOING TO BE HAPPY BECAUSE YOU PUT THE BODY OF WORK IN. A LOT OF HARD WORK. A LOT OF TRAINING. A LOT OF THINGS YOU DO BEHIND THE SCENES.

Earning consistent awards and credibility every year from his rookie year in 2014 through today, Donald is known for his relentless effort and unwavering attitude. When one couldn't stop him, he was double-teamed. When two had trouble, they tried to triple, but the stats kept piling up!

I GREW UP WITH A LOT OF FRIENDS THAT HAD A LOT OF ABILITIES TO DO A LOT



Photos used under Creative Commons from The 621st Contingency Response Wing and Keith Allison.

OF DIFFERENT THINGS AND CHOSE DIFFERENT ROUTES AND IT WASN'T A GREAT OUTCOME FOR THEM.

How amazing is it to begin receiving four and five-digit weekly AIL checks? To become a Top Agent or Top Leader for the first time? Did you stop there? Did you become

complacent or did you want more? According to *Psychology Today*, “Marriage is ... the joining of two people in a bond that putatively lasts until death, but in practice is often cut short by separation or divorce.” A champion is not only attracted to winning the game, but married to winning championships, and fighting tooth and nail to be the best player on the field, every game, every season. Like marriage, make your relationship with success public. Get mikedd up like Aaron Donald! Speak and will your goals into existence. **HOW BAD DO YOU WANT IT? ©**



TELL US how you relate sports or a sports figure to your career and life. If you see parallels between sports or sports figures and the AIL/NILICO life, submit your story of 500 words or less to lcry@ailife.com. If your story is selected, we'll give you a byline and feature your photo along with the article in a future issue of *Spotlight*.

June/July Review Contest



The **AIL/NILICO June/July Review Contest** (include all reviews from 6/1/20–7/31/20) is designed to help agents win cash and earn swag so you can look good virtually. We know positive reviews have a significant impact on our business in regard to both recruiting and sales. SGAs control the size of their cash drawing; the more reviews your category gets, the bigger the cash drawing! Work hard and work together to get more reviews and win more money!

Review Criteria: To count for the contest, each Google review must be written by a consumer, ≥ 4.0 stars, contain comments, and the AGENT'S FULL NAME.

AGENT REVIEW CONTEST CRITERIA

- Each agent will receive \$1.50 per review to the AIL/ NILICO swag store for each Google review that meets the review criteria.
- The top 10 agents receiving the most reviews, **companywide** will receive a cash prize as outlined in the chart.
- If there is a tie in spots 1–9, we will combine the 2 or more prizes depending upon how many are tied and pay out the average.
- If there is a tie for 10th place, we will pay everyone \$100.

| Companywide Review Count | Cash Prize Amount |
|--------------------------|-------------------|
| 1 st | \$1,000 |
| 2 nd | \$750 |
| 3 rd | \$500 |
| 4 th | \$450 |
| 5 th | \$400 |
| 6 th | \$350 |
| 7 th | \$300 |
| 8 th | \$250 |
| 9 th | \$200 |
| 10 th | \$150 |

SGA REVIEW CONTEST CRITERIA

- SGAs will compete within their categories for tickets to a progressive drawing.
- Based on category, \$.50 for each review that meets the review criteria will go into the drawing.
 - If category 1 receives a total of 10,000 reviews during the contest, the category 1 drawing will be for \$5K.
 - If category 2 receives a total of 15,000 reviews during the contest, the category 2 drawing will be for \$7.5K.
- 2 **unique** winners per category (winner 1 takes 60%, winner 2 takes 40%).
 - If category 1 receives a total of 10,000 reviews during the contest, the category 1 drawing will be for \$5K.
Winner #1 will win \$3K, winner #2 will win \$2K
 - If category 2 receives a total of 15,000 reviews during the contest, the category 2 drawing will be for \$7.5K.
Winner #1 will win \$4.5K, winner #2 will win \$3K
- Earn 1 drawing entry each time your agency(s) total reviews match your submitting agent count as of 5/31/20.
 - 250 submitting agents = 250 reviews = 1 drawing entry

RIDE THE WAVE

MARCH 2020: BEST MONTH IN COMPANY HISTORY

- \$27,433,610 NET ALP COMPARED TO \$25,637,779 IN MARCH 2019
- 7.0% GROWTH OVER MARCH 2019
- LARGEST REINSTATEMENT MONTH IN THE PAST THREE YEARS WITH 3,298 REINSTATEMENTS
- PLUS, 810 REOPENS
- TOTAL OF 4,108 POLICIES CONSERVED IN MARCH

APRIL 2020: BEST APRIL IN COMPANY HISTORY

- \$21,698,209 NET ALP COMPARED TO \$19,468,382 IN APRIL 2019
- 11.5% GROWTH OVER APRIL 2019
- REINSTATEMENT RECORD FOR APRIL, 14% INCREASE OVER PRIOR YEAR!
- 2,945 REINSTATEMENTS AND 598 REOPENS
- TOTAL OF 3,543 POLICIES CONSERVED IN APRIL

MAY 2020: BEST MAY IN COMPANY HISTORY

- \$22,775,788 NET ALP COMPARED TO \$18,780,633 IN MAY 2019!
- 21.27% GROWTH OVER MAY 2019 — MOVES OUR YTD TO 8.22% GROWTH!
- 8,678 AGENT COUNT... **ALL TIME COMPANY RECORD!**
- 1,593 NEW ASSOCIATES FOR MAY 2020... **ALL TIME COMPANY RECORD!**
- 20.1% NEW ASSOCIATE GROWTH OVER MAY 2019!
- 10.8% NEW ASSOCIATE GROWTH YTD!
- REINSTATEMENT RECORD FOR MAY, 7.8% INCREASE OVER PRIOR YEAR
- 2,855 REINSTATEMENTS AND 610 REOPENS
- TOTAL OF 3,465 POLICIES CONSERVED IN MAY!
- FOR THE FIRST TIME, OVER \$100,000 IN REINSTATEMENT BONUSES FOR A SINGLE MONTH! THAT'S OVER \$400,000 IN FIRST AND SUB YEAR REINSTATEMENTS THAT QUALIFIED FOR THE BONUS.





1
HUSSEIN HAMID
ST LOUIS, MO



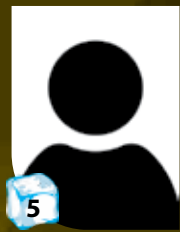
2
ANDRE CRUMP
ST LOUIS, MO



3
DIMITAR CVETKOVSKI
ST LOUIS, MO



4
HANAN NAGI
ST LOUIS, MO



5
MARVIN KHUDHUR
ST LOUIS, MO



6
TODD KRUPA
STEILACOOM, WA



7
KALEN DUGAN
EL SOBRANTE, CA



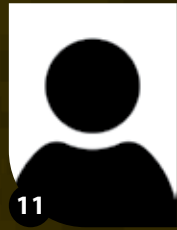
8
ARTURO ROMERO
ST LOUIS, MO



9
NATHAN KIRBY
ST LOUIS, MO



10
ESCARLING URENA DE VELOZ
EDISON, NJ



11
ROBERT JACKSON
WEXFORD, PA



12
KEVIN PHARAON
WEXFORD, PA



13
MARC ALBO
TROY, MI



14
ANTON TINAJ
ST LOUIS, MO



15
LINDA BRYANT
ST LOUIS, MO



16
JAMES HODGES
ST LOUIS, MO



17
WILLIE CUMMINGS
RALEIGH, NC



18
JONATHAN RINDT
WEXFORD, PA



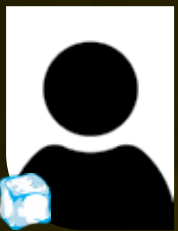
19
JOSEPH CILIBERTI
WEXFORD, PA



20
SHEA BAYNES
ST LOUIS, MO



ICEBREAKERS
MAKAYLA JOHNSON
ST LOUIS, MO



ICEBREAKERS
JACOB KAKOS
ST LOUIS, MO



ICEBREAKERS
AARON LUCZAK
ROCHESTER, NY

MAY

| Rank | Net ALP | NTG | RET | MGA | SGA |
|------|--------------------------|----------|-----|------|------------------------------------|
| 1 | Hussein Hamid | \$93,773 | 97 | | Mohamad Raychouni Hart-Dushaj |
| 2 | Andre Crump | \$52,143 | 97 | | Brandon Neal Hart-Dushaj |
| 3 | Dimitar Cvetkovski | \$49,098 | 100 | | Joseph Gojcaj Hart-Dushaj |
| 4 | Hanan Nagi | \$48,278 | 96 | | Mohamad Raychouni Hart-Dushaj |
| 5 | Marvin Khudhur | \$46,264 | 100 | | Joseph Gojcaj Hart-Dushaj |
| 6 | Todd Krupa | \$45,122 | 93 | | Jessica Chang AO |
| 7 | Kalen Dugan | \$44,314 | 93 | | Harold Durana AO |
| 8 | Arturo Romero | \$36,609 | 88 | | Mike Paragiou S-S-Parks-Salvaggi |
| 9 | Nathan Kirby | \$36,378 | 95 | | Joseph Gojcaj Hart-Dushaj |
| 10 | Escarling Urena De Veloz | \$35,769 | 97 | | Danielle Morales Giglione-Ackerman |
| 11 | Robert Jackson | \$35,626 | | 85.7 | Tristan Dlabik Simon Arias |
| 12 | Kevin Pharaon | \$34,163 | 91 | | Timothy Bugge Simon Arias |
| 13 | Marc Albo | \$33,279 | 97 | | Paul Smith Zach Hart |
| 14 | Anton Tinaj | \$32,463 | 99 | | Joseph Gojcaj Hart-Dushaj |
| 15 | Linda Bryant | \$30,942 | 100 | | Edward Leon Hart-Dushaj |
| 16 | James Hodges | \$29,964 | 100 | | Brandon Neal Hart-Dushaj |
| 17 | Willie Cummings | \$29,603 | 91 | | Slav Bitman |
| 18 | Jonathan Rindt | \$29,524 | | 79.9 | Tristan Dlabik Simon Arias |
| 19 | Joseph Ciliberti | \$28,006 | 91 | | Carey Hartman Simon Arias |
| 20 | Shea Baynes | \$26,837 | 100 | | Edward Leon Hart-Dushaj |
| 21 | Makayla Johnson | \$25,265 | 100 | | Edward Leon Hart-Dushaj |
| 22 | Jacob Kakos | \$24,153 | 100 | | Joseph Gojcaj Hart-Dushaj |
| 23 | Laila Abadi | \$23,843 | | 77.3 | Corey Helly Giglione-Ackerman |
| 24 | Kevin Gillum | \$23,804 | 97 | | Mark Neilson AO |
| 25 | Michael Conner | \$23,003 | 92 | | Brandon Neal Hart-Dushaj |
| 26 | Trenton Miller | \$22,825 | 93 | | Mark Neilson AO |
| 27 | David Ferriolo | \$22,552 | 99 | | Jason Bratin Simon Arias |
| 28 | Crystal Bui | \$22,486 | 91 | | Bobby Lo Chad Deley |
| 29 | Matthew Stewart | \$22,265 | 100 | | Edward Leon Hart-Dushaj |
| 30 | Abdulaziz Salem | \$21,720 | 100 | | Mohamad Raychouni Hart-Dushaj |
| 31 | Renee Zinsky | \$21,412 | | 80.9 | Samuel Boyle Simon Arias |
| 32 | John Catalano | \$21,304 | 96 | | Jason Bratin Simon Arias |
| 33 | Lauryn Gibson | \$20,907 | 94 | | Paul Smith Zach Hart |
| 34 | Edmond Obodai | \$20,637 | | 73.6 | Jonathan Jones Corey Neff |
| 35 | Robert Martik | \$20,492 | 94 | | Britton Costa Simon Arias |
| 36 | Weslee Cajeras | \$20,351 | | 86.9 | Jonathan Da-al Steve Friedlander |
| 37 | Dylan Jackson | \$20,165 | 90 | | Tristan Dlabik Simon Arias |
| 38 | Youliana Mikhajiel | \$20,157 | 91 | | Joshua Goodman Richard Correa |
| 39 | Aaron Luczak | \$19,768 | 100 | | Kimberly Hamilton Brett Gryska |
| 40 | Ryan Crawford | \$19,587 | 96 | | Tristan Dlabik Simon Arias |
| 41 | Tyler Parker | \$19,533 | | 79.1 | Brody Maughan-Evanson Simon Arias |
| 42 | Samuel Marzula | \$18,933 | | 84.7 | Tristan Dlabik Simon Arias |
| 43 | Connor Fredrick | \$18,930 | 100 | | Joseph Gojcaj Hart-Dushaj |
| 44 | Ezra Miller | \$18,881 | 100 | | Daniel Umbertone AO |
| 45 | Mauricio Guerrero | \$18,869 | 100 | | Angel Contreras Gonzalez-H-W |
| 46 | Kirsten Puhl | \$18,844 | 93 | | Trace Johnson Dustin Venekamp |
| 47 | Jada McGillis | \$18,650 | 97 | | Mohamad Raychouni Hart-Dushaj |
| 48 | Angel Paras | \$18,635 | 96 | | Pablo Solis Mathew Hart |
| 49 | Roy Stephens | \$18,224 | | 77.2 | Mark Neilson AO |
| 50 | Tanner West | \$18,141 | 84 | | Clayton Slaughter Michael Vasu |

YTD

| Rank | Net ALP | NTG | RET | MGA | SGA |
|------|---------------------|-----------|-----|------|-----------------------------------|
| *1 | Kalen Dugan | \$243,171 | 93 | | Harold Durana AO |
| *2 | Kevin Gillum | \$215,287 | 97 | | Mark Neilson AO |
| *3 | Trenton Miller | \$173,297 | 93 | | Mark Neilson AO |
| *4 | Hussein Hamid | \$139,717 | 97 | | Mohamad Raychouni Hart-Dushaj |
| *5 | Arturo Romero | \$133,666 | 88 | | Mike Paragiou S-S-Parks-Salvaggi |
| *6 | Hanan Nagi | \$120,067 | 96 | | Mohamad Raychouni Hart-Dushaj |
| *7 | Eddie Beleshi | \$115,422 | 100 | | Joseph Gojcaj Hart-Dushaj |
| *8 | Ali Ayoub | \$110,178 | 100 | | Mohamad Raychouni Hart-Dushaj |
| *9 | Todd Krupa | \$107,805 | 93 | | Jessica Chang AO |
| *10 | Weslee Cajeras | \$107,539 | | 86.9 | Jonathan Da-al Steve Friedlander |
| 11 | Devin Finley | \$99,375 | | 77.3 | Matthew Dawson S-S-Parks-Salvaggi |
| 12 | Kirsten Puhl | \$93,417 | 93 | | Trace Johnson Dustin Venekamp |
| 13 | Vivian Trinh | \$89,628 | 89 | | Denis Snyder AO |
| 14 | Amy Montelius | \$88,643 | 92 | | Phi Phan Desi Dimitrova |
| 15 | Rachael Glamp | \$85,038 | | 88.2 | Darez Meriwether AO |
| 16 | Kevin Pharaon | \$82,500 | 91 | | Timothy Bugge Simon Arias |
| 17 | Renee Zinsky | \$80,414 | | 80.9 | Samuel Boyle Simon Arias |
| 18 | Joshua Hosenbold | \$78,944 | 94 | | Beau Locker Matt Henderson |
| 19 | Andre Crump | \$76,673 | 97 | | Brandon Neal Hart-Dushaj |
| 20 | Joseph Michelin | \$76,085 | 92 | | Matthew Hudlin Laura Fisher |
| 21 | Koa Taylor | \$75,951 | 88 | | Anacleto Arevalo AO |
| 22 | Joseph Ciliberti | \$74,574 | 91 | | Carey Hartman Simon Arias |
| 23 | Adam Wheeler | \$72,033 | 91 | | Michael van Delft Satti-Kanaan |
| 24 | Alisha Smith | \$71,289 | 88 | | Glenn Johnson James Cunningham |
| 25 | Jonathan Rindt | \$70,965 | | 79.9 | Tristan Dlabik Simon Arias |
| 26 | Adrian Horsham | \$68,347 | 95 | | Beau Locker Matt Henderson |
| 27 | Shane Rendell | \$67,043 | 93 | | Claude Hamilton Satti-Kanaan |
| 28 | Robert Jackson | \$66,373 | | 85.7 | Tristan Dlabik Simon Arias |
| 29 | Mark Bruce | \$66,345 | 85 | | Clayton Slaughter Michael Vasu |
| 30 | Ramon Noronha | \$66,337 | 92 | | Christopher Ross Serur-Yagjian |
| 31 | Ariel Owens | \$66,134 | | 76.2 | Eric Thompson S-S-Parks-Salvaggi |
| 32 | Priscila Gonzalez | \$65,784 | 96 | | Mark Neilson AO |
| 33 | Cory Cannataro | \$65,491 | 84 | | Giglione-Ackerman |
| 34 | Laila Abadi | \$64,582 | | 77.3 | Corey Helly Giglione-Ackerman |
| 35 | Bryan Stoddard | \$64,262 | 91 | | Jeffrey von Kienast Joshua West |
| 36 | Marc Albo | \$64,202 | 97 | | Paul Smith Zach Hart |
| 37 | Silas Merkel | \$64,127 | 91 | | Derek Foore S-S-Parks-Salvaggi |
| 38 | Tanner Arbuthnot | \$63,977 | 90 | | Beau Locker Matt Henderson |
| 39 | Travis Carpenter | \$63,595 | 96 | | Jacqueline Kabluyen AO |
| 40 | Abeni Reynolds | \$63,134 | | 82.5 | Timothy Bugge Simon Arias |
| 41 | Ryan Clawson | \$62,825 | 93 | | Matthew Conrad S-S-Parks-Salvaggi |
| 42 | Tyra Hamilton | \$62,647 | 86 | | Michael Mandella AO |
| 43 | Hisham Tabak | \$62,335 | | 84.6 | Behrad Baghbanian AO |
| 44 | Marc Futterweit | \$60,574 | | 84.4 | Corey Helly Giglione-Ackerman |
| 45 | Vanessa Mendez | \$59,516 | | 81.8 | Corey Helly Giglione-Ackerman |
| 46 | Pa Alieu Kasseh | \$59,421 | 80 | | Carlo Buhay AO |
| 47 | Rochelle Magpantay | \$58,934 | 88 | | Chris La Fond AO |
| 48 | Connor O'Leary | \$58,798 | 95 | | Joseph Gojcaj Hart-Dushaj |
| 49 | Kristijan Zilkovski | \$58,187 | 99 | | Joseph Gojcaj Hart-Dushaj |
| 50 | Geoffrey Griffin | \$57,286 | 87 | | Maurice Coleman Brian Schreiter |

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.



1
CHRIS ANDERSON
TRACY, CA



2
MIKE REED
LONDON, ON



3
ROGER FUNG
TRACY, CA



4
HANS KLINK
WEXFORD, PA



5
ASHLEY RUST
FISHERS, IN



6
STEVEN DELL
WEXFORD, PA



7
ROGER FREDERICKS
LAS VEGAS, NV



8
LILY SAKAI
LOS ANGELES, CA



9
CARMEN ARROYO
FLUSHING, NY



10
DERRICK MASON
COON RAPIDS, MN



11
AREF SAYEGH
HALIFAX, NS



12
LLEISON MARTINEZ
WARWICK, RI



13
JOEY KENNEDY
HENDERSONVILLE, TN



14
ATIYA BELL
EDISON, NJ



15
STUART PAGAN
TRACY, CA



16
MUHAMMED ASHRAF
FLUSHING, NY



17
IAN PICKETT
VANCOUVER, BC



18
ARIF HAJRO
CORONA, CA



19
RYAN VANCE
CLEVELAND, OH



20
CARLY FERRARO
CLEVELAND, OH

MAY

| Rank | Net ALP | NTG | RET | MGA | SGA |
|------|---------------------|----------|------|----------------------|---------------------|
| 1 | Chris Anderson | \$57,743 | 86.9 | | Mathew Hart |
| 2 | Mike Reed | \$54,192 | 88.5 | Meaghan Krecsko | AO |
| 3 | Roger Fung | \$44,978 | 86.1 | | Mathew Hart |
| 4 | Hans Klink | \$43,631 | 89.5 | Jason Bratin | Simon Arias |
| 5 | Ashley Rust | \$40,185 | 79.7 | | James Cunningham |
| 6 | Steven Dell | \$39,291 | 80.4 | | Simon Arias |
| 7 | Roger Fredericks | \$38,714 | 83.0 | Adrienne Bragas | AO |
| 8 | Lily Sakai | \$35,795 | 92.0 | | Cohen-Cohen |
| 9 | Carmen Arroyo | \$34,934 | 73.3 | Levar Morgan | Theodore Pappas |
| 10 | Derrick Mason | \$33,886 | 73.8 | | Chad Deley |
| 11 | Aref Sayegh | \$33,588 | 90.5 | Phillip Waisman | Satti-Kanaan |
| 12 | Lleison Martinez | \$31,458 | 77.8 | Begona Patino-Lopez | Cisco Perez |
| 13 | Joey Kennedy | \$31,195 | 78.2 | | AO |
| 14 | Atiya Bell | \$30,975 | 75.9 | Magda Figueiredo | Giglione-Ackerman |
| 15 | Stuart Pagan | \$30,068 | 75.3 | | Mathew Hart |
| 16 | Muhammed Ashraf | \$28,304 | 84.3 | Sabrina Kryshundayal | Theodore Pappas |
| 17 | Ian Pickett | \$27,982 | 75.7 | Bobby Gujral | AO |
| 18 | Arif Hajro | \$27,495 | 87.3 | | Mario Hajro |
| 19 | Ryan Vance | \$27,355 | 80.7 | Derek Foore | S-S-Parks-Salvaggi |
| 20 | Carly Ferraro | \$26,770 | 83.9 | Rita Rider | S-S-Parks-Salvaggi |
| 21 | Logan Klink | \$26,766 | 87.1 | Jason Bratin | Simon Arias |
| 22 | Duni Olusegun | \$26,690 | 85.6 | | James Cunningham |
| 23 | Joseph Sarasin | \$26,459 | 85.4 | Tony Geer | S-S-Bendure-Hartwig |
| 24 | Tony Georges | \$26,424 | 79.5 | Matthew Conrad | S-S-Parks-Salvaggi |
| 25 | Shannon Stroud | \$26,325 | 77.6 | Alma Lozano | Richard Correa |
| 26 | Romal Omid | \$25,138 | 89.0 | Romal Omid | Mathew Hart |
| 27 | Alipate Makaui | \$24,573 | 85.4 | Alipate Makaui | Steve Friedlander |
| 28 | Bryan Juskiw | \$24,372 | 87.0 | | S-S-Bendure-Hartwig |
| 29 | Tyler McKnight | \$23,944 | 91.6 | Mark Neilson | AO |
| 30 | Kevin Ishikane | \$23,494 | 87.6 | Blake Higuchi | AO |
| 31 | Bobby Park | \$22,574 | 74.8 | Jenny Kim | AO |
| 32 | Lamita Dahdah | \$22,457 | 82.9 | Laura Dennee | AO |
| 33 | Anthony Greco | \$21,529 | 79.1 | | Slav Bitman |
| 34 | Ifeanyi Ufodu | \$21,167 | 80.6 | | AO-Lorence |
| 35 | Zachary Poker | \$21,141 | 78.2 | Mark Bernsdorff | Simon Arias |
| 36 | Irma Gallardo | \$20,876 | 83.5 | Steven Warner | AO |
| 37 | Tomarus Burks | \$20,415 | 73.3 | Brian Jerome | Tom Williams |
| 38 | Peer Shmelzer | \$20,369 | 93.9 | Joshua Olin | AO |
| 39 | Mark Diskin | \$20,185 | 84.6 | | Simon Arias |
| 40 | Michael van Delft | \$20,045 | 83.2 | | Satti-Kanaan |
| 41 | Ellen Tuttle | \$20,011 | 85.8 | | Brett Gryska |
| 42 | John Wegley | \$19,664 | 74.9 | Samuel Boyle | Simon Arias |
| 43 | Jacqueline Kabluyen | \$19,598 | 77.3 | | AO |
| 44 | Brock Lampe | \$19,588 | 94.9 | Dustin Dunbar | Dustin Venekamp |
| 45 | Aaron Ebel | \$19,581 | 73.1 | Jenny Kim | AO |
| 46 | Christopher McGlynn | \$19,468 | 81.1 | Mike Paragiou | S-S-Parks-Salvaggi |
| 47 | Katie Mitchell | \$19,204 | 85.7 | Joseph McCallister | Simon Arias |
| 48 | Brandon Minor | \$19,147 | 77.8 | Andrew Bishop | AO |
| 49 | Kristopher Bour | \$18,968 | 77.7 | Jeffery Thiel | S-S-Bendure-Hartwig |
| 50 | Matthew Zang | \$18,937 | 83.5 | Ryan Stenglein | AO |

ALL TIME RECORD: \$189,995 Net ALP — MARK NEILSON

YTD

| Rank | Net ALP | NTG | RET | MGA | SGA |
|------|-------------------------|-----------|-------|----------------------|---------------------|
| *1 | Michael van Delft | \$201,869 | 83.2 | Michael van Delft | Satti-Kanaan |
| *2 | Roger Fredericks | \$179,948 | 83.0 | Adrienne Bragas | AO |
| *3 | Carmen Arroyo | \$172,578 | 73.3 | Levar Morgan | Theodore Pappas |
| *4 | Taulant Bane | \$167,353 | 81.3 | David Carpenter | Dustin Venekamp |
| *5 | Mike Reed | \$163,544 | 88.5 | Meaghan Krecsko | AO |
| *6 | Muhammed Ashraf | \$159,371 | 84.3 | Sabrina Kryshundayal | Theodore Pappas |
| *7 | Ian Pickett | \$156,487 | 75.7 | Bobby Gujral | AO |
| *8 | Roger Fung | \$140,398 | 86.1 | | Mathew Hart |
| *9 | Lily Sakai | \$140,252 | 92.0 | | Cohen-Cohen |
| *10 | Tony Georges | \$138,666 | 79.5 | Matthew Conrad | S-S-Parks-Salvaggi |
| 11 | Stuart Pagan | \$127,060 | 75.3 | | Mathew Hart |
| 12 | Aref Sayegh | \$124,422 | 90.5 | Phillip Waisman | Satti-Kanaan |
| 13 | Jesse Fullmer | \$117,191 | 87.2 | Jesse Fullmer | AO |
| 14 | Irma Gallardo | \$107,672 | 83.5 | Irma Gallardo | AO |
| 15 | Max Quasem | \$107,613 | 98.1 | | Cohen-Cohen |
| 16 | Alex Miller | \$107,166 | 82.8 | Stephen Jeung | Cohen-Cohen |
| 17 | Lleison Martinez | \$104,626 | 77.8 | Begona Patino-Lopez | Cisco Perez |
| 18 | Meardey Kim | \$103,204 | 84.8 | Yussuf El-Zein | AO |
| 19 | Bryan Juskiw | \$101,709 | 87.0 | | S-S-Bendure-Hartwig |
| 20 | Chris Anderson | \$99,893 | 86.9 | | Mathew Hart |
| 21 | Atiya Bell | \$99,613 | 75.9 | Magda Figueiredo | Giglione-Ackerman |
| 22 | Ryan Vance | \$98,739 | 80.7 | Derek Foore | S-S-Parks-Salvaggi |
| 23 | Steven Dell | \$97,522 | 80.4 | | Simon Arias |
| 24 | Joey Kennedy | \$95,221 | 78.2 | Bobby Hamilton | AO |
| 25 | Michael Sherwood | \$94,888 | 100.0 | Peter Kwiatkowski | S-S-Parks-Salvaggi |
| 26 | Ellen Tuttle | \$93,983 | 85.8 | | Brett Gryska |
| 27 | Daniel Prinzo | \$93,860 | 83.7 | Brent Bowling | S-S-Parks-Salvaggi |
| 28 | Dustin Dunbar | \$90,703 | 85.5 | Jared Cleckner | Dustin Venekamp |
| 29 | Maren Conway | \$90,289 | 86.3 | Marisa Willgruber | Pappas-Quadri |
| 30 | Duni Olusegun | \$88,108 | 85.6 | | James Cunningham |
| 31 | Arif Hajro | \$87,460 | 87.3 | | Mario Hajro |
| 32 | Ashley Rust | \$85,822 | 79.7 | | James Cunningham |
| 33 | Bradley Christiansen | \$85,516 | 93.0 | Darrell Asbell | AO |
| 34 | Mark Lomonaco | \$85,188 | 85.1 | Michael Burningham | AO |
| 35 | Jadwiga Martins | \$84,023 | 73.6 | | AO |
| 36 | Dina Boghdady | \$83,615 | 85.8 | Luay Ghawi | AO |
| 37 | Richard Carter | \$83,353 | 93.9 | Clint Perry | AO |
| 38 | Felipe Machado-Santanna | \$83,020 | 81.2 | Begona Patino-Lopez | Cisco Perez |
| 39 | Joachim Jean | \$81,966 | 88.1 | Ryan Hall | Laura Fisher |
| 40 | Douglas Clarke | \$81,843 | 86.6 | Joshua Jackson | Brian Schreiter |
| 41 | Christine Morris | \$81,664 | 83.8 | David Carpenter | Dustin Venekamp |
| 42 | Matthew A Wilson | \$80,768 | 75.9 | Bobby Hamilton | AO |
| 43 | Melinda Skinner | \$80,408 | 88.8 | | Kyle Johnson |
| 44 | Hans Klink | \$80,197 | 89.5 | Jason Bratin | Simon Arias |
| 45 | Jonni Ng | \$79,505 | 83.7 | | AO |
| 46 | Christopher McGlynn | \$79,013 | 81.1 | Mike Paragiou | S-S-Parks-Salvaggi |
| 47 | Adem Abdula | \$78,908 | 80.4 | Corey Helly | Giglione-Ackerman |
| 48 | Patricia Santamarina | \$78,680 | 92.0 | Chris La Fond | AO |
| 49 | Aaron Ebel | \$78,423 | 73.1 | Jenny Kim | AO |
| 50 | Altina Arakelian | \$77,796 | 95.8 | Phi Phan | Desi Dimitrova |

ALL TIME RECORD: \$756,403 Net ALP — JOSH DISHONG

LIFETIME RECORD: \$3,517,034 Net ALP — MAX QUASEM 11/30/19

SUPERVISING AGENTS



1
MORGAN EVANS
ST LOUIS, MO



2
BENZACK COOPER
ST LOUIS, MO



3
MORIAH CHANDLER
ALTAMONTE SPRINGS, FL



4
MICHAELA GRIFFIN
ST LOUIS, MO



5
BESIM NIKAJ
ST LOUIS, MO



6
JOZEF TINAJ
ST LOUIS, MO



7
JAMES COFFEE-TAVI
ST LOUIS, MO



8
AHMED KASSEM
ST LOUIS, MO



9
BENJAMIN KESTERSON
ST LOUIS, MO



10
ANDRES LIRANZO
FLUSHING, NY

MAY

| Rank | | 1st 6 Mo Agt | Net ALP | NTG | RET | MGA | SGA |
|------|----------------------|--------------|-----------|-----|------|--------------------|--------------------|
| 1 | Morgan Evans | \$192,431 | \$195,194 | 97 | | Mohamad Raychouni | Hart-Dushaj |
| 2 | Benzack Cooper | \$131,288 | \$144,681 | | 75.7 | Edward Leon | Hart-Dushaj |
| 3 | Moriah Chandler | \$119,849 | \$132,384 | 91 | | Beau Locker | Matt Henderson |
| 4 | Michaela Griffin | \$82,940 | \$104,636 | 100 | | Brandon Neal | Hart-Dushaj |
| 5 | Besim Nikaj | \$76,705 | \$79,585 | 98 | | Joseph Gojcaj | Hart-Dushaj |
| 6 | Jozef Tinaj | \$74,817 | \$82,057 | 99 | | Joseph Gojcaj | Hart-Dushaj |
| 7 | James Coffee-Tavi | \$68,975 | \$84,431 | 98 | | Joseph Gojcaj | Hart-Dushaj |
| 8 | Ahmed Kassem | \$58,146 | \$58,146 | 99 | | Mohamad Raychouni | Hart-Dushaj |
| 9 | Benjamin Kesterson | \$42,051 | \$56,447 | 96 | | Edward Leon | Hart-Dushaj |
| 10 | Andres Liranzo | \$38,309 | \$51,775 | | 78.6 | Jeffrey Espinal | Theodore Pappas |
| 11 | Alec Obering | \$37,793 | \$39,299 | 91 | | Timothy Bugge | Simon Arias |
| 12 | Taleb Jammoul Hajali | \$37,631 | \$42,570 | 94 | | Patricia Contreras | Beto Quintero |
| 13 | Desmond Martin | \$34,736 | \$50,396 | | 80.5 | Carey Hartman | Simon Arias |
| 14 | Rovena Luljguraj | \$31,348 | \$37,933 | 100 | | Joseph Gojcaj | Hart-Dushaj |
| 15 | William Benline | \$31,069 | \$28,791 | 85 | | Brandon Neal | Hart-Dushaj |
| 16 | John Catalano | \$29,185 | \$50,490 | 99 | | Jason Bratin | Simon Arias |
| 17 | Brandon Atchley | \$28,411 | \$32,120 | 92 | | Paul Smith | Zach Hart |
| 18 | Victor Martel | \$27,718 | \$30,935 | 95 | | | HO Houston Latino |
| 19 | Andrea D Owens | \$27,706 | \$49,042 | 90 | | Eric Thompson | S-S-Parks-Salvaggi |
| 20 | Anton Ljuljduraj | \$26,631 | \$40,040 | 96 | | Joseph Gojcaj | Hart-Dushaj |

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

YTD

| Rank | | 1st 6 Mo Agt | Net ALP | NTG | RET | MGA | SGA |
|------|----------------------|--------------|-----------|-----|------|--------------------|--------------------|
| *1 | Moriah Chandler | \$486,982 | \$513,847 | 91 | | Beau Locker | Matt Henderson |
| *2 | Benzack Cooper | \$306,079 | \$349,755 | | 75.7 | Edward Leon | Hart-Dushaj |
| *3 | Morgan Evans | \$282,341 | \$296,925 | 97 | | Mohamad Raychouni | Hart-Dushaj |
| *4 | Lino Strussione | \$195,522 | \$268,508 | 85 | | Mohamad Raychouni | Hart-Dushaj |
| *5 | Besim Nikaj | \$139,008 | \$153,476 | 98 | | Joseph Gojcaj | Hart-Dushaj |
| 6 | Taleb Jammoul Hajali | \$138,473 | \$192,052 | 94 | | Patricia Contreras | Beto Quintero |
| 7 | Andres Liranzo | \$126,738 | \$183,910 | | 78.6 | Jeffrey Espinal | Theodore Pappas |
| 8 | William Benline | \$115,178 | \$137,420 | 85 | | Brandon Neal | Hart-Dushaj |
| 9 | Brandon Atchley | \$100,624 | \$133,060 | 92 | | Paul Smith | Zach Hart |
| 10 | James Coffee-Tavi | \$94,539 | \$113,642 | 98 | | Joseph Gojcaj | Hart-Dushaj |
| 11 | Gianni Toma | \$93,750 | \$121,167 | 94 | | Paul Smith | Zach Hart |
| 12 | Andre Bzhetaj | \$87,516 | \$106,851 | 92 | | Joseph Gojcaj | Hart-Dushaj |
| 13 | Benjamin Kesterson | \$87,388 | \$128,016 | 96 | | Edward Leon | Hart-Dushaj |
| 14 | Alec Obering | \$86,130 | \$99,212 | 91 | | Timothy Bugge | Simon Arias |
| 15 | Jozef Tinaj | \$85,826 | \$96,656 | 99 | | Joseph Gojcaj | Hart-Dushaj |
| 16 | Michaela Griffin | \$82,940 | \$104,636 | 100 | | Brandon Neal | Hart-Dushaj |
| 17 | Andrea D Owens | \$81,502 | \$194,233 | 90 | | Eric Thompson | S-S-Parks-Salvaggi |
| 18 | Arturo Romero | \$75,322 | \$216,645 | 91 | | Mike Paragiou | S-S-Parks-Salvaggi |
| 19 | Jeffery May | \$74,454 | \$119,510 | | 82.8 | Derek Foore | S-S-Parks-Salvaggi |
| 20 | Triston Miller | \$72,638 | \$132,833 | 90 | | Brent Bowling | S-S-Parks-Salvaggi |

ALL TIME RECORDS: \$593,315 1st 6 Mo Agt — PATRYCJA GRUDZINSKA | \$788,594 Net ALP — ARIF HAJRO

GENERAL AGENTS



1
GJON LJULJDURAJ
ST LOUIS, MO



2
JACOB BROWN
ST LOUIS, MO



3
JOHN CURRY
ST LOUIS, MO



4
JOE LEWO
ALTAMONTE SPRINGS, FL



5
VALENTINO KALAJ
ST LOUIS, MO



6
BRANDON DUSEVIC
TROY, MI



7
ELVIS TINAJ
ST LOUIS, MO



8
JEROME BENENATI
ST LOUIS, MO



9
KLYO VIDAL
MIAMI, FL



10
RAFAEL MEDINA
HOUSTON, TX

MAY

| Rank | | 1st 6 Mo Agt | Net ALP | NTG | RET | MGA | SGA |
|------|------------------------|--------------|-----------|-----|------|--------------------|-------------------|
| 1 | Gjon Ljuljduraj | \$244,886 | \$274,341 | | 80.6 | Mohamad Raychouni | Hart-Dushaj |
| 2 | Jacob Brown | \$180,023 | \$210,299 | | 79.4 | Edward Leon | Hart-Dushaj |
| 3 | John Curry | \$126,986 | \$177,983 | | 77.7 | Brandon Neal | Hart-Dushaj |
| 4 | Joe Lewo | \$119,849 | \$132,478 | 91 | | Beau Locker | Matt Henderson |
| 5 | Valentino Kalaj | \$87,522 | \$99,046 | | 76.2 | Joseph Gojcaj | Hart-Dushaj |
| 6 | Brandon Dusevic | \$83,497 | \$65,760 | 86 | | Paul Smith | Zach Hart |
| 7 | Elvis Tinaj | \$74,817 | \$78,879 | 93 | | Joseph Gojcaj | Hart-Dushaj |
| 8 | Jerome Benenati | \$70,737 | \$84,775 | | 78.2 | Joseph Gojcaj | Hart-Dushaj |
| 9 | Klyo Vidal | \$69,485 | \$84,501 | 93 | | Patricia Contreras | Beto Quintero |
| 10 | Rafael Medina | \$68,056 | \$74,080 | 99 | | | HO Houston Latino |
| 11 | Eric Caballero | \$57,785 | \$67,612 | 89 | | Heriberto Chavez | Richard Correa |
| 12 | Michael Nichols | \$55,512 | \$75,000 | 92 | | Pablo Solis | Mathew Hart |
| 13 | Adel Al Choufi Naim | \$54,540 | \$63,356 | 90 | | Angel Contreras | Gonzalez-H-W |
| 14 | Christian Gojcaj | \$51,724 | \$76,223 | 97 | | Joseph Gojcaj | Hart-Dushaj |
| 15 | Kevin Dimery | \$49,996 | \$64,914 | 86 | | Joshua Goodman | Richard Correa |
| 16 | Ian Rouleau | \$49,185 | \$80,709 | | 80.2 | Paul Smith | Zach Hart |
| 17 | Selma Ogrevic | \$48,218 | \$76,410 | 87 | | Kimberly Hamilton | Brett Gryska |
| 18 | Santiago Calle Ramirez | \$45,088 | \$56,394 | 93 | | Augusto Arango | Hemerson Gonzalez |
| 19 | Jorge Toribio | \$44,915 | \$86,613 | | 78.7 | Jeffrey Espinal | Theodore Pappas |
| 20 | Erica Robertson | \$42,587 | \$80,114 | 91 | | Timothy Bugge | Simon Arias |

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

YTD

| Rank | | 1st 6 Mo Agt | Net ALP | NTG | RET | MGA | SGA |
|------|-----------------------|--------------|-----------|-----|------|--------------------|-----------------|
| *1 | Gjon Ljuljduraj | \$531,153 | \$538,655 | | 80.6 | Mohamad Raychouni | Hart-Dushaj |
| *2 | Joe Lewo | \$501,427 | \$572,172 | 91 | | Beau Locker | Matt Henderson |
| *3 | Jacob Brown | \$429,559 | \$537,203 | | 79.4 | Edward Leon | Hart-Dushaj |
| *4 | Ian Rouleau | \$349,028 | \$426,330 | | 80.2 | Paul Smith | Zach Hart |
| *5 | Brandon Dusevic | \$343,331 | \$467,401 | 86 | | Paul Smith | Zach Hart |
| 6 | Valentino Kalaj | \$298,907 | \$393,105 | | 76.2 | Joseph Gojcaj | Hart-Dushaj |
| 7 | Christian Gojcaj | \$280,021 | \$333,589 | 97 | | Joseph Gojcaj | Hart-Dushaj |
| 8 | Jenna Grula | \$272,373 | \$453,644 | | 74.8 | Sokol Fazliu | Simon Arias |
| 9 | Eric Caballero | \$260,184 | \$280,754 | 89 | | Heriberto Chavez | Richard Correa |
| 10 | Klyo Vidal | \$253,342 | \$382,180 | 93 | | Patricia Contreras | Beto Quintero |
| 11 | Jorge Toribio | \$224,795 | \$404,335 | | 78.7 | Jeffrey Espinal | Theodore Pappas |
| 12 | Adel Al Choufi Naim | \$202,243 | \$219,597 | 90 | | Angel Contreras | Gonzalez-H-W |
| 13 | Erica Robertson | \$195,662 | \$329,829 | 91 | | Timothy Bugge | Simon Arias |
| 14 | John Curry | \$187,590 | \$292,001 | | 77.7 | Brandon Neal | Hart-Dushaj |
| 15 | Erika Walker | \$173,251 | \$310,322 | 90 | | Michael Mandella | AO |
| 16 | Jerome Benenati | \$167,716 | \$195,080 | | 78.2 | Joseph Gojcaj | Hart-Dushaj |
| 17 | Daniel Prinzo | \$166,666 | \$660,825 | | 79.0 | Brent Bowling | AO |
| 18 | Doris Martinez Garcia | \$162,750 | \$388,269 | 89 | | Sergio Carta | Beto Quintero |
| 19 | Jason Khodadadian | \$160,142 | \$272,264 | 85 | | | Theodore Pappas |
| 20 | Joshua Egyud | \$154,873 | \$248,169 | | 78.3 | Sokol Fazliu | Simon Arias |

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

MAY

| Category | Growth | Net ALP | Benchmark | NTG | RET | SGA |
|---------------------------------|-------------|-----------|-----------|------|--------------------|-----|
| I Jeffrey Espinal | 87.7% | \$182,651 | \$97,333 | 77.3 | Theodore Pappas | |
| Matthew Conrad | 12.9% | \$173,648 | \$153,741 | 83.4 | S-S-Parks-Salvaggi | |
| Eric Thompson | 12.3% | \$120,760 | \$107,565 | 75.8 | S-S-Parks-Salvaggi | |
| II Britton Costa | 110.5% | \$213,928 | \$101,607 | 79.3 | Simon Arias | |
| Beau Locker | 22.8% | \$228,449 | \$186,089 | 73.5 | Matt Henderson | |
| Ryan Stenglein | 19.6% | \$106,204 | \$88,795 | 79.3 | AO | |
| III Mark Lahijani | 103.5% | \$164,923 | \$81,051 | 75.6 | Theodore Pappas | |
| Bobby Hamilton | 84.2% | \$115,368 | \$62,617 | 78.0 | AO | |
| Clayton Slaughter | 46.5% | \$151,434 | \$103,353 | 73.1 | Michael Vasu | |
| IV Romal Omid | 268.1% | \$200,237 | \$54,391 | 75.8 | Mathew Hart | |
| Daryl Graham | 82.9% | \$147,578 | \$80,670 | 76.3 | S-S-Parks-Salvaggi | |
| V Gregory Rudolph | 120.9% | \$137,529 | \$62,271 | 78.0 | Simon Arias | |
| Steven Dell | 120.8% | \$148,791 | \$67,387 | 75.1 | Simon Arias | |
| Mike Paragiou | 82.7% | \$139,618 | \$76,420 | 78.5 | S-S-Parks-Salvaggi | |
| VI Brody Maughan-Evanson | 468.3% | \$253,404 | \$44,592 | 76.6 | Simon Arias | |
| Jason Bratin | 177.4% | \$199,758 | \$71,999 | 84.5 | Simon Arias | |
| Lauren Coyne | 70.9% | \$97,567 | \$57,078 | 79.4 | AO | |
| VII Travis Vaughn | 164.5% | \$142,378 | \$53,825 | 77.6 | Simon Arias | |
| Sokol Fazliu | 102.6% | \$86,779 | \$42,843 | 73.8 | Simon Arias | |
| Magda Figueiredo | 85.7% | \$107,710 | \$57,993 | 77.4 | Giglione-Ackerman | |
| VIII Christopher Hintz | 112.9% | \$84,282 | \$39,582 | 78.9 | AO | |
| Jesse Rennich | 67.4% | \$68,665 | \$41,021 | 73.9 | Simon Arias | |
| Justin Adams | 40.9% | \$74,156 | \$52,615 | 77.1 | Simon Arias | |
| IX Meaghan Krecsko | 359.1% | \$135,195 | \$29,449 | 78.1 | AO | |
| Claude Hamilton | 249.3% | \$64,498 | \$18,467 | 77.1 | Satti-Kanaan | |
| Aaron Parks | 96.8% | \$56,964 | \$28,948 | 74.0 | Simon Arias | |
| X Carlo Buhay | 215.0% | \$29,089 | \$9,235 | 74.7 | AO | |
| Darrell Asbell | 168.7% | \$81,555 | \$30,350 | 75.5 | AO | |
| Daniel Umbertone | 150.7% | \$95,481 | \$38,090 | 73.5 | AO | |
| XI Ryan Ohm | 113.8% | \$59,719 | \$27,926 | 78.5 | Simon Arias | |
| Tiffany Babin-Washington | 95.3% | \$65,607 | \$33,588 | 77.3 | Jay Washington | |
| Thomas Longino | 57.0% | \$66,606 | \$42,415 | 82.1 | Don Foti | |
| XII Joshua Goodman | 202.9% | \$95,469 | \$31,520 | 78.2 | Richard Correa | |
| Joshua Bacchus | 27.8% | \$33,042 | \$25,855 | 81.5 | AO | |
| XIII George O'Shea | 559.5% | \$44,226 | \$6,706 | 80.5 | Giglione-Ackerman | |
| Shawn Lewicki | 349.0% | \$42,378 | \$9,439 | 76.3 | Hart-Lewicki | |
| Justin Lowe | 89.3% | \$32,572 | \$17,202 | 82.5 | AO | |
| XIV Jeremy Rivers | 55559900.0% | \$1,852 | \$0 | 83.6 | Kyle Johnson | |
| Brandon Minor | 280.0% | \$34,598 | \$9,105 | 81.5 | AO | |
| Samuel Cohen | 126.6% | \$6,567 | \$2,898 | 85.5 | Pappas-Quadri | |
| XV Alexandra Graham | 5678.1% | \$40,832 | \$707 | 81.3 | Greg Graham | |
| Jadwiga Martins | 391.9% | \$22,825 | \$4,640 | 81.2 | AO | |

ALL TIME RECORD: \$595,303 Net ALP — MARC SALVAGGI

MAY ROOKIES

| Category | PF | F6 Mo | F6 Mo Obj | Net ALP | NTG | RET | SGA |
|-----------------------------|---------|-----------|-----------|---------|------|----------------|-----|
| Rookie Joseph Gojcaj | 1671.8% | \$488,157 | \$29,200 | 548,817 | 87 | Hart-Dushaj | |
| Mohamad Raychouni | 800.2% | \$233,672 | \$29,200 | 255,672 | 88 | Hart-Dushaj | |
| Edward Leon | 588.3% | \$171,794 | \$29,200 | 208,231 | 94 | Hart-Dushaj | |
| Brandon Neal | 537.2% | \$156,854 | \$29,200 | 230,403 | 92 | Hart-Dushaj | |
| Paul Smith | 454.4% | \$132,682 | \$29,200 | 144,625 | 74.5 | Zach Hart | |
| Heriberto Chavez | 309.0% | \$90,237 | \$29,200 | 100,786 | 75.5 | Richard Correa | |
| Timothy Welsh | 248.7% | \$72,612 | \$29,200 | 92,837 | 79.2 | Tiffany Roland | |
| Jessica Chang | 230.7% | \$67,350 | \$29,200 | 93,044 | 91 | AO | |
| Juan Diaz | 228.8% | \$66,813 | \$29,200 | 78,712 | 88 | Gonzalez-H-W | |
| Pablo Solis | 213.1% | \$62,239 | \$29,200 | 96,369 | 89 | Mathew Hart | |

YTD

| Category | Growth | Net ALP | Benchmark | NTG | RET | SGA |
|---------------------------------|--------|-------------|-----------|------|--------------------|-----|
| I Jeffrey Espinal | 58.8% | \$992,446 | \$625,037 | 77.3 | Theodore Pappas | |
| II Beau Locker | 80.3% | \$1,048,260 | \$581,368 | 73.5 | Matt Henderson | |
| III Clayton Slaughter | 32.3% | \$640,441 | \$483,990 | 73.1 | Michael Vasu | |
| Mark Lahijani | 28.9% | \$620,045 | \$481,107 | 75.6 | Theodore Pappas | |
| Bobby Hamilton | 28.2% | \$610,448 | \$476,109 | 78.0 | AO | |
| IV Romal Omid | 61.3% | \$662,574 | \$410,885 | 75.8 | Mathew Hart | |
| Daryl Graham | 39.6% | \$568,163 | \$406,977 | 76.3 | S-S-Parks-Salvaggi | |
| Phi Phan | 36.4% | \$601,384 | \$440,870 | 79.3 | Desi Dimitrova | |
| V Mike Paragiou | 95.7% | \$722,930 | \$369,436 | 78.5 | S-S-Parks-Salvaggi | |
| Michael Mandella | 57.1% | \$587,964 | \$374,224 | 79.1 | AO | |
| Steven Dell | 41.9% | \$547,460 | \$385,737 | 75.1 | Simon Arias | |
| VI Brody Maughan-Evanson | 111.8% | \$664,381 | \$313,728 | 76.6 | Simon Arias | |
| Jason Bratin | 71.7% | \$527,151 | \$306,980 | 84.5 | Simon Arias | |
| Clint Perry | 35.6% | \$441,458 | \$325,585 | 82.7 | AO | |
| VII Sokol Fazliu | 75.3% | \$466,590 | \$266,093 | 73.8 | Simon Arias | |
| Travis Vaughn | 49.7% | \$412,184 | \$275,327 | 77.6 | Simon Arias | |
| Magda Figueiredo | 31.7% | \$395,396 | \$300,290 | 77.4 | Giglione-Ackerman | |
| VIII Christopher Hintz | 84.3% | \$427,562 | \$231,978 | 78.9 | AO | |
| Alex Kae | 43.2% | \$335,954 | \$234,558 | 85.1 | AO | |
| Michael Burningham | 41.3% | \$356,306 | \$252,075 | 82.2 | AO | |
| IX Meaghan Krecsko | 100.0% | \$415,910 | \$208,000 | 78.1 | AO | |
| Aaron Parks | 51.6% | \$319,856 | \$210,998 | 74.0 | Simon Arias | |
| Ransey Vazquez | 39.3% | \$315,620 | \$226,546 | 75.8 | Bob Olson | |
| X Daniel Umbertone | 91.8% | \$323,090 | \$168,419 | 73.5 | AO | |
| Darrell Asbell | 91.1% | \$369,948 | \$193,582 | 75.5 | AO | |
| Kevin Appasamy | 30.5% | \$250,108 | \$191,710 | 87.7 | AO | |
| XI Thomas Longino | 47.9% | \$244,108 | \$165,035 | 82.1 | Don Foti | |
| Ryan Ohm | 47.3% | \$214,657 | \$145,757 | 78.5 | Simon Arias | |
| Theodore Ryan | 42.7% | \$223,052 | \$156,353 | 73.5 | Brett Gryska | |
| XII Joshua Goodman | 109.2% | \$284,234 | \$135,842 | 78.2 | Richard Correa | |
| Ryan Witham | 15.5% | \$152,979 | \$132,425 | 75.6 | Brett Gryska | |
| XIII Shawn Lewicki | 133.5% | \$202,628 | \$86,779 | 76.3 | Hart-Lewicki | |
| George O'Shea | 94.9% | \$216,052 | \$110,840 | 80.5 | Giglione-Ackerman | |
| Daniel Perkins | 86.1% | \$160,090 | \$86,030 | 73.9 | AO | |
| XIV Anacleto Arevalo | 273.5% | \$193,404 | \$51,779 | 83.3 | AO | |
| Brandon Minor | 127.2% | \$114,517 | \$50,405 | 81.5 | AO | |
| Chris La Fond | 99.5% | \$148,012 | \$74,207 | 83.7 | AO | |
| XV Alexandra Graham | 404.4% | \$166,557 | \$33,021 | 81.3 | Greg Graham | |
| Jadwiga Martins | 287.1% | \$61,130 | \$15,793 | 81.2 | AO | |
| Felicia Steele | 85.8% | \$77,823 | \$41,890 | 90.4 | AO | |

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

YTD ROOKIES

| Category | PF | F6 Mo | F6 Mo Obj | Net ALP | NTG | RET | SGA |
|-----------------------------|--------|-------------|-----------|-----------|------|-------------------|-----|
| Rookie Joseph Gojcaj | 824.2% | \$1,203,366 | \$146,000 | 1,516,860 | 87 | Hart-Dushaj | |
| Mohamad Raychouni | 418.7% | \$611,272 | \$146,000 | 748,754 | 88 | Hart-Dushaj | |
| Paul Smith | 398.0% | \$581,082 | \$146,000 | 767,387 | 74.5 | Zach Hart | |
| Edward Leon | 316.3% | \$461,803 | \$146,000 | 668,439 | 94 | Hart-Dushaj | |
| Heriberto Chavez | 244.5% | \$356,961 | \$146,000 | 383,211 | 75.5 | Richard Correa | |
| Juan Diaz | 204.5% | \$298,545 | \$146,000 | 310,746 | 88 | Gonzalez-H-W | |
| Brandon Neal | 189.1% | \$276,040 | \$146,000 | 460,466 | 92 | Hart-Dushaj | |
| Augusto Arango | 162.3% | \$236,912 | \$146,000 | 350,036 | 76.1 | Hemerson Gonzalez | |
| Sergio Carta | 157.2% | \$229,500 | \$146,000 | 570,021 | 77.9 | Beto Quintero | |
| Erin Allen | 142.3% | \$207,766 | \$146,000 | 436,781 | 75.8 | Richard Correa | |

Spotlight recognizes the top three Master General Agents in Categories I-XV with positive growth and the top ten Rookies with minimum 100% Performance Factor. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2020 Awards Presentation are the top MGA per category from Categories I-XV based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

Rookie

REGIONAL GENERAL AGENTS



I JUSTIN ADAMS
WEXFORD, PA



II CHRISTOPHER HINTZ
CALGARY, AB



III JOSEPH GOJCAJ
ST LOUIS, MO



IV BRITTON COSTA
WEXFORD, PA



V MOHAMAD RAYCHOUNI
ST LOUIS, MO



VI BRODY MAUGHAN-EVANSON
WEXFORD, PA



VII MAGDA FIGUEIREDO
EDISON, NJ



VIII MEAGHAN KRESKO
LONDON, ON



IX KELLY EKKER
OMAHA, NE



X ANDREW BISHOP
RENTON, WA



XI ERIN ALLEN
AURORA, CO



XII TRACE JOHNSON
PHOENIX, AZ

Spotlight recognizes the top three Regional General Agents in Categories I-XII with positive growth. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2020 Awards Presentation are the top RGA per category from Categories I-XII based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

MAY

| Category | Growth | Net ALP | Benchmark | NTG | RET | SGA |
|---------------------------------|--------------|-------------|-----------|-----|------|--------------------|
| I Justin Adams | 114.0% | \$577,679 | \$269,883 | | 78.2 | Simon Arias |
| Reynolds Akuamoa | 60.8% | \$435,568 | \$270,802 | | 74.6 | Theodore Pappas |
| Corey Helly | 49.5% | \$440,154 | \$294,396 | | 74.5 | Gigliione-Ackerman |
| II Christopher Hintz | 51.5% | \$281,304 | \$185,729 | | 77.1 | AO |
| Matthew Turnquist | 44.7% | \$393,065 | \$271,592 | | 74.8 | Richard Correa |
| Walter Icaza | 19.1% | \$292,894 | \$245,882 | | 79.3 | Beto Quintero |
| III Joseph Gojcaj | 685.5% | \$1,049,508 | \$133,611 | | 79.5 | Hart-Dushaj |
| Michael Russin | 73.8% | \$259,971 | \$149,558 | | 78.9 | Simon Arias |
| IV Britton Costa | 80.7% | \$211,169 | \$116,892 | | 78.9 | Simon Arias |
| Sara Vaz | 13.3% | \$90,905 | \$80,266 | | 77.1 | AO |
| V Mohamad Raychouni | 175834300.0% | \$586,114 | \$0 | 90 | | Hart-Dushaj |
| Jeffrey Espinal | 115.6% | \$182,841 | \$84,795 | | 77.3 | Theodore Pappas |
| Bobby Hamilton | 112.9% | \$210,098 | \$98,685 | | 76.8 | AO |
| VI Brody Maughan-Evanson | 253.7% | \$291,168 | \$82,325 | | 77.6 | Simon Arias |
| Romal Omid | 216.7% | \$182,705 | \$57,697 | | 75.7 | Mathew Hart |
| David Rigney | 133.8% | \$111,976 | \$47,885 | | 73.8 | Kevin Holtz |
| VII Magda Figueiredo | 86.2% | \$134,688 | \$72,338 | | 75.4 | Gigliione-Ackerman |
| Alex Kae | 67.9% | \$84,643 | \$50,415 | | 84.0 | AO |
| Marisa Willgruber | 65.1% | \$82,397 | \$49,922 | | 73.3 | Pappas-Quadri |
| VIII Meaghan Kresko | 154.0% | \$157,192 | \$61,883 | | 73.2 | AO |
| Steven Dell | 145.5% | \$148,791 | \$60,596 | | 75.1 | Simon Arias |
| Gregory Rudolph | 144.0% | \$137,529 | \$56,354 | | 78.0 | Simon Arias |
| IX Kelly Ekker | 250.3% | \$122,777 | \$35,052 | | 81.0 | Tiffany Roland |
| Travis Vaughn | 168.2% | \$142,378 | \$53,082 | | 77.6 | Simon Arias |
| Sokol Fazliu | 114.4% | \$86,779 | \$40,477 | | 73.8 | Simon Arias |
| X Andrew Bishop | 230.5% | \$134,554 | \$40,712 | | 78.2 | AO |
| Claude Hamilton | 215.9% | \$58,327 | \$18,467 | | 77.1 | Satti-Kanaan |
| Carlo Buhay | 175.8% | \$29,089 | \$10,548 | | 74.7 | AO |
| XI Erin Allen | 1124.0% | \$96,396 | \$7,875 | | 76.2 | Richard Correa |
| Mike Allen | 276.1% | \$71,586 | \$19,034 | 91 | | Travis Moody |
| Daniel Umbertone | 185.9% | \$95,481 | \$33,393 | | 73.5 | AO |
| XII Trace Johnson | 901.6% | \$38,955 | \$3,889 | | 74.2 | Dustin Venekamp |
| Diego Arango Puerta | 307.9% | \$119,103 | \$29,200 | 88 | | Gonzalez-H-W |
| Paul Rumbuc | 269.8% | \$107,981 | \$29,200 | 91 | | Brett Gryska |

ALL TIME RECORD: \$1,143,711 Net ALP — MATTHEW PARKS

YTD

| Category | Growth | Net ALP | Benchmark | NTG | RET | SGA |
|--------------------------------|--------|-------------|-------------|-----|------|---------------------|
| I Reynolds Akuamoa | 30.3% | \$2,184,348 | \$1,676,564 | | 74.6 | Theodore Pappas |
| Justin Adams | 29.5% | \$1,869,007 | \$1,443,288 | | 78.2 | Simon Arias |
| Mark Neilson | 27.2% | \$3,626,036 | \$2,850,288 | | 73.9 | AO |
| II Joshua Olin | 34.1% | \$1,870,768 | \$1,395,216 | | 78.7 | AO |
| Walter Icaza | 17.9% | \$1,660,727 | \$1,408,492 | | 79.3 | Beto Quintero |
| III Joseph Gojcaj | 152.6% | \$2,206,128 | \$873,391 | | 79.5 | Hart-Dushaj |
| Kimberly Hamilton | 19.5% | \$1,100,362 | \$920,880 | | 75.7 | Brett Gryska |
| Michael Russin | 19.1% | \$968,800 | \$813,205 | | 78.9 | Simon Arias |
| IV Darcy Schrieber | 13.6% | \$797,086 | \$701,790 | | 76.4 | Zach Hart |
| V Mohamad Raychouni | 152.9% | \$1,214,390 | \$480,227 | 90 | | Hart-Dushaj |
| Jeffrey Espinal | 67.8% | \$991,124 | \$590,779 | | 77.3 | Theodore Pappas |
| Bobby Hamilton | 47.7% | \$934,498 | \$632,584 | | 76.8 | AO |
| VI Mike Paragiou | 70.0% | \$913,309 | \$537,199 | | 80.6 | S-S-Parks-Salvaggi |
| Brody Maughan-Evanson | 57.9% | \$838,337 | \$531,039 | | 77.6 | Simon Arias |
| Romal Omid | 55.0% | \$680,419 | \$438,969 | | 75.7 | Mathew Hart |
| VII Joshua Jackson | 33.0% | \$550,394 | \$413,680 | | 77.7 | Brian Schreiter |
| Magda Figueiredo | 31.0% | \$510,403 | \$389,707 | | 75.4 | Gigliione-Ackerman |
| Alex Kae | 29.9% | \$488,866 | \$376,215 | | 84.0 | AO |
| VIII Meaghan Kresko | 52.6% | \$495,705 | \$324,919 | | 73.2 | AO |
| Ransy Vazquez | 46.3% | \$512,118 | \$349,976 | | 76.0 | Bob Olson |
| Chase Miller | 46.2% | \$457,032 | \$312,555 | | 77.4 | S-S-Bendure-Hartwig |
| IX Michael Mandella | 101.6% | \$587,964 | \$291,620 | | 79.1 | AO |
| Kelly Ekker | 86.8% | \$457,670 | \$245,067 | | 81.0 | Tiffany Roland |
| Sokol Fazliu | 77.0% | \$467,512 | \$264,187 | | 73.8 | Simon Arias |
| X Andrew Bishop | 135.2% | \$445,085 | \$189,225 | | 78.2 | AO |
| Harold Durana | 79.4% | \$359,521 | \$200,413 | 92 | | AO |
| Samantha Ralston | 56.8% | \$370,211 | \$236,124 | | 73.4 | Blake Ralston |
| XI Erin Allen | 147.7% | \$403,029 | \$162,685 | | 76.2 | Richard Correa |
| Mike Allen | 123.7% | \$324,641 | \$145,095 | 91 | | Travis Moody |
| Daniel Umbertone | 117.4% | \$328,494 | \$151,093 | | 73.5 | AO |
| XII Diego Arango Puerta | 245.1% | \$503,864 | \$146,000 | 88 | | Gonzalez-H-W |
| Paul Rumbuc | 230.9% | \$362,327 | \$109,500 | 91 | | Brett Gryska |
| Juan Diaz | 194.1% | \$322,087 | \$109,500 | 91 | | Gonzalez-H-W |

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS



SIMON ARIAS



RICHARD CORREA



MATHEW HART



HART-DUSHAJ



SLAV BITMAN



NICK MOORE



ERNEST POWELL



TIFFANY ROLAND



HEMERSON GONZALEZ



BLAKE RALSTON



FISHER-ZUZICK

Recruiting requirements will be waived for Q2. MTD rankings will be based on % of Net ALP Objective met.

EC = 2020 Executive Council Member

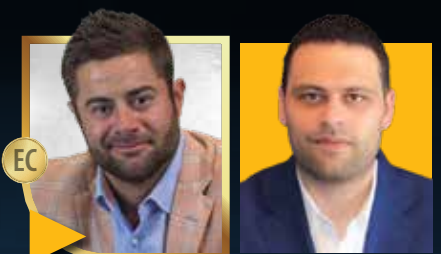
† Performance Factor = (% Net ALP Obj + % Recruit Obj) ÷ 2

Spotlight recognizes SGAs in Categories I-XI based on Performance Factor. The SGAs that will be recognized at the 2020 Awards Presentation are the top SGA per category from Categories I-XI based on Performance Factor (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

TOP % OF NET ALP OBJ



GONZALEZ-H-W
Category XII
465.3%



HART-DUSHAJ
Category IV
325.5%

| MAY | | | | | | |
|------------------------------|-----------|-------------|-------------|-----|------|----------|
| Category | % Net Obj | Net ALP | Net ALP Obj | NTG | RET | % Growth |
| I Simon Arias | 143.3 | \$2,174,922 | \$1,517,800 | | 77.8 | 57.1 |
| Giglione-Ackerman | 108.8 | \$650,963 | \$598,100 | | 75.3 | 36.2 |
| Altig-Orlovic | 103.7 | \$4,120,256 | \$3,972,400 | | 78.4 | 25.2 |
| Theodore Pappas | 102.1 | \$739,670 | \$724,400 | | 75.7 | 27.7 |
| II Richard Correa | 125.1 | \$595,543 | \$476,200 | | 74.5 | 37.7 |
| III Mathew Hart | 185.1 | \$592,418 | \$320,000 | | 74.4 | 97.1 |
| Beto Quintero | 103.3 | \$292,895 | \$283,600 | | 79.3 | 10.4 |
| Bob Olson | 96.1 | \$293,669 | \$305,500 | | 74.5 | 4.1 |
| IV Hart-Dushaj | 325.5 | \$1,084,255 | \$333,100 | | 81.8 | 273.0 |
| V Slav Bitman | 154.5 | \$218,564 | \$141,500 | | 76.1 | 82.8 |
| Corey Neff | 143.9 | \$209,461 | \$145,600 | | 74.3 | 54.3 |
| Laura Fisher | 110.9 | \$168,950 | \$152,300 | | 82.4 | 31.9 |
| Desi Dimitrova | 94.3 | \$159,324 | \$169,000 | | 77.7 | 12.9 |
| VI Nick Moore | 116.4 | \$174,464 | \$149,900 | | 77.8 | 23.1 |
| VII Ernest Powell | 211.0 | \$206,379 | \$97,800 | | 74.2 | 133.1 |
| Josh West | 145.3 | \$129,887 | \$89,400 | | 74.4 | 153.7 |
| VIII Tiffany Roland | 146.2 | \$139,867 | \$95,700 | | 79.9 | 66.6 |
| Mark Beckford | 105.6 | \$116,998 | \$110,800 | 91 | | 12.4 |
| IX Hemerson Gonzalez | 168.2 | \$112,358 | \$66,800 | | 79.1 | 65.8 |
| Hart-Lewicki | 123.8 | \$96,560 | \$78,000 | | 77.2 | 28.9 |
| Jay Washington | 109.2 | \$98,937 | \$90,600 | | 73.5 | 22.2 |
| John Young | 102.0 | \$65,996 | \$64,700 | | 75.6 | -2.3 |
| X Blake Ralston | 124.0 | \$55,790 | \$45,000 | | 73.4 | 1.7 |
| XI Fisher-Zuzick | 140.2 | \$77,514 | \$55,300 | | 74.5 | 30.2 |
| Jeremy Welch | 99.3 | \$32,014 | \$32,250 | 87 | | -22.7 |
| XII HO Houston Latino | 481.2 | \$155,202 | \$32,250 | 93 | | N/A |
| Gonzalez-H-W | 465.3 | \$150,073 | \$32,250 | 89 | | N/A |
| Mario Hajro | 285.3 | \$92,008 | \$32,250 | 91 | | N/A |
| Henderson-McLaughlin | 179.5 | \$57,891 | \$32,250 | 86 | | N/A |
| Tommy Vena | 165.1 | \$53,250 | \$32,250 | 96 | | N/A |
| Andrew Wagner | 116.9 | \$37,689 | \$32,250 | 88 | | N/A |

| YTD | | | | | | | | | | |
|----------------------------|-------|--------------|--------------|-----------|----------|---------|-----------|------|-------|----------|
| Category | PF† | Net ALP | Net ALP Obj | % Net Obj | Recruits | Rec Obj | % Rec Obj | NTG | RET | % Growth |
| I Giglione-Ackerman | 105.8 | \$3,332,030 | \$3,277,600 | 101.7 | 178 | 141 | 110.0 | 75.3 | 17.2 | |
| Altig-Orlovic | 104.4 | \$21,557,555 | \$21,197,300 | 101.7 | 630 | 588 | 107.1 | 78.4 | 17.1 | |
| Theodore Pappas | 103.0 | \$4,019,020 | \$3,908,800 | 102.8 | 127 | 123 | 103.3 | 75.7 | 18.4 | |
| Simon Arias | 101.4 | \$8,071,644 | \$8,410,100 | 96.0 | 301 | 282 | 106.7 | 77.8 | 10.5 | |
| Zach Hart | 92.2 | \$2,631,062 | \$3,247,300 | 81.0 | 124 | 120 | 103.3 | 76.7 | -5.2 | |
| II Brett Gryska | 99.3 | \$2,649,007 | \$2,991,000 | 88.6 | 81 | 72 | 110.0 | 76.9 | 0.3 | |
| Cohen-Cohen | 93.4 | \$1,830,235 | \$2,383,200 | 76.8 | 60 | 54 | 110.0 | 81.1 | -12.2 | |
| III Beto Quintero | 121.6 | \$1,663,351 | \$1,178,900 | 141.1 | 95 | 93 | 102.2 | 79.3 | 63.7 | |
| Bob Olson | 108.4 | \$1,768,808 | \$1,655,000 | 106.9 | 137 | 117 | 110.0 | 74.5 | 21.3 | |
| Satti-Kanaan | 100.3 | \$1,550,097 | \$1,710,400 | 90.6 | 51 | 45 | 110.0 | 78.8 | 8.1 | |
| Mathew Hart | 95.1 | \$1,960,523 | \$1,484,200 | 132.1 | 47 | 81 | 58.0 | 74.4 | 47.9 | |
| IV Hart-Dushaj | 172.6 | \$2,489,520 | \$1,058,600 | 235.2 | 54 | 48 | 110.0 | 81.8 | 140.5 | |
| James Cunningham | 91.7 | \$967,459 | \$1,234,300 | 78.4 | 63 | 60 | 105.0 | 75.2 | -9.2 | |
| V Desi Dimitrova | 119.4 | \$899,950 | \$671,000 | 134.1 | 44 | 42 | 104.8 | 77.7 | 59.8 | |
| Corey Neff | 93.5 | \$771,099 | \$771,500 | 99.9 | 47 | 54 | 87.0 | 74.3 | 14.3 | |
| Laura Fisher | 92.9 | \$840,261 | \$839,500 | 100.1 | 36 | 42 | 85.7 | 82.4 | 15.9 | |
| VI Nick Moore | 110.2 | \$824,870 | \$685,000 | 120.4 | 30 | 30 | 100.0 | 77.8 | 39.0 | |
| Brian Schreiter | 94.7 | \$648,948 | \$817,300 | 79.4 | 33 | 30 | 110.0 | 89 | -7.6 | |
| Pappas-Quadri | 93.7 | \$605,535 | \$693,100 | 87.4 | 39 | 39 | 100.0 | 74.4 | 1.4 | |
| Travis Moody | 90.5 | \$513,404 | \$668,200 | 76.8 | 25 | 24 | 104.2 | 78.9 | -12.7 | |
| VII Ernest Powell | 143.2 | \$844,589 | \$478,800 | 176.4 | 46 | 30 | 110.0 | 74.2 | 98.8 | |
| Ryan Bisanz | 111.2 | \$589,388 | \$520,500 | 113.2 | 36 | 33 | 109.1 | 74.1 | 22.7 | |
| Josh West | 111.1 | \$675,176 | \$444,600 | 151.9 | 19 | 27 | 70.4 | 74.4 | 74.3 | |
| VIII Tiffany Roland | 110.9 | \$524,751 | \$469,500 | 111.8 | 27 | 21 | 110.0 | 79.9 | 28.1 | |
| Byron Paz | 103.7 | \$440,549 | \$452,100 | 97.4 | 25 | 18 | 110.0 | 87 | 9.8 | |
| IX John Young | 130.5 | \$393,679 | \$260,800 | 151.0 | 38 | 30 | 110.0 | 75.6 | 68.3 | |
| Hemerson Gonzalez | 129.1 | \$441,010 | \$230,350 | 191.5 | 16 | 24 | 66.7 | 79.1 | 137.9 | |
| Hart-Lewicki | 97.1 | \$464,877 | \$419,400 | 110.8 | 20 | 24 | 83.3 | 77.2 | 26.3 | |
| Denis-Michael Catalano | 90.9 | \$360,440 | \$501,400 | 71.9 | 34 | 24 | 110.0 | 86 | -21.4 | |
| Jay Washington | 90.4 | \$416,167 | \$414,900 | 100.3 | 29 | 36 | 80.6 | 73.5 | 14.6 | |
| X Blake Ralston | 112.4 | \$406,480 | \$283,500 | 143.4 | 22 | 27 | 81.5 | 73.4 | 57.1 | |
| XI Fisher-Zuzick | 116.8 | \$293,597 | \$219,800 | 133.6 | 21 | 21 | 100.0 | 74.5 | 137.0 | |
| XII Gonzalez-H-W | 235.2 | \$581,230 | \$161,250 | 360.5 | 35 | 21 | 110.0 | 89 | N/A | |
| HO Houston Latino | 220.7 | \$534,429 | \$161,250 | 331.4 | 32 | 12 | 110.0 | 93 | N/A | |
| Tommy Vena | 160.7 | \$214,232 | \$96,750 | 221.4 | 3 | 3 | 100.0 | 96 | N/A | |
| Mario Hajro | 159.4 | \$352,892 | \$161,250 | 218.8 | 4 | 4 | 100.0 | 91 | N/A | |
| Andrew Wagner | 95.6 | \$130,862 | \$161,250 | 81.2 | 7 | 5 | 110.0 | 88 | N/A | |

CATEGORY I



1
TRAVIS DANIELS
TIONESTA, PA



2
PAM MONETTI
BUNKER HILL, IL



1
TIM O'CONNOR
YUKON, OK



2
CARMELLA SWANSON
SANTA MARGARITA, CA



1
AL WALL
HOLLAND LANDING, ON



2
IRENE RURYCZ
PARMA, OH

CATEGORY II

CATEGORY III

CATEGORY IV



1
ERICA DALAGER
SOUTH LAKELAND, MN



2
MICHAEL COOPER
DES MOINES, IA



1
PATRENA SMITH
EAST HARTFORD, CT



2
MORGAN BREIER
SWARTZ CREEK, MI



1
BRETT HULME
POOLER, GA



2
CAS ROBINSON
NEPEAN, ON

CATEGORY V

CATEGORY VI

CATEGORY VII



1
WILLIAM ROL
HONOLULU, HI



2
BARBARA RABELO
WHITTIER, CA



1
DAMOND GREEN
ST ALBERT, AB



2
CHAS ROBINSON
OTTAWA, ON

CATEGORY VIII

FIRST SIGNED TG



ANNA CASAJE
PALMERSTON NORTH, NZ



ANNABELLE BUSIA
LAUREL, MD

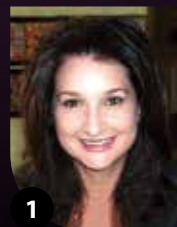
TOP MANAGERS

CATEGORY I



1
CHRISTA DAVIS
YORBA LINDA, CA

CATEGORY II



1
BETH FARM
COLLIERVILLE, TN

CATEGORY III



1
DEBORAH BOLES
COQUITLAM, BC

INDIVIDUAL REPS: MAY

| Category | Rank | Cards | Obj | % Obj | |
|------------|------|------------------|-------|-------|--------|
| I | 1 | Travis Daniels | 1,713 | 1,287 | 133.1% |
| | 2 | Pam Monetti | 1,508 | 1,370 | 110.1% |
| II | 1 | Tim O'Connor | 2,347 | 1,161 | 202.1% |
| | 2 | Carmella Swanson | 2,029 | 1,144 | 177.4% |
| | 3 | Tony Anderson | 1,482 | 1,156 | 128.2% |
| III | 1 | Al Wall | 2,575 | 923 | 279.0% |
| | 2 | Irene Rurycz | 1,644 | 1,017 | 161.6% |
| | 3 | Timothy Leary | 1,620 | 1,019 | 159.0% |
| IV | 1 | Erica Dalager | 2,877 | 882 | 326.3% |
| | 2 | Michael Cooper | 1,127 | 881 | 127.9% |
| | 3 | Lisa Bennett | 998 | 856 | 116.6% |
| V | 1 | Patrena Smith | 1,760 | 677 | 259.9% |
| | 2 | Morgan Breier | 1,361 | 670 | 203.2% |
| | 3 | Dee Hettinger | 1,376 | 719 | 191.5% |
| VI | 1 | Brett Hulme | 1,844 | 625 | 295.1% |
| | 2 | Cas Robinson | 1,142 | 648 | 176.3% |
| | 3 | George Murry | 867 | 597 | 145.3% |
| VII | 1 | William Rol | 1,612 | 513 | 314.3% |
| | 2 | Barbara Rabelo | 901 | 528 | 170.6% |
| | 3 | Brenda Wadey | 823 | 523 | 157.3% |
| VIII | 1 | Damond Green | 1,468 | 458 | 320.3% |
| | 2 | Chas Robinson | 1,316 | 458 | 287.2% |
| | 3 | Joseph Tibayan | 961 | 458 | 209.7% |
| Rookie | 1 | Joseph Tibayan | 961 | 458 | 209.7% |
| IceBreaker | 1 | Damond Green | 1,468 | 458 | 320.3% |

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

| Category | Rank | Cards | Obj | % Obj | |
|----------|------|--------------------|--------|--------|--------|
| I | *1 | Malka Arony | 22,315 | 13,695 | 162.9% |
| | 2 | Pam Monetti | 8,007 | 6,848 | 116.9% |
| | 3 | Lisa Johnson | 7,370 | 7,905 | 93.2% |
| II | *1 | Tim O'Connor | 7,592 | 5,806 | 130.8% |
| | 2 | Robin Denham | 7,606 | 6,275 | 121.2% |
| | 3 | Tony Anderson | 6,075 | 5,782 | 105.1% |
| III | *1 | Al Wall | 6,583 | 4,615 | 142.6% |
| | 2 | Amanda Cross | 5,161 | 4,620 | 111.7% |
| | 3 | Timothy Leary | 5,562 | 5,094 | 109.2% |
| IV | *1 | Erica Dalager | 9,615 | 4,408 | 218.2% |
| | 2 | Lisa Bennett | 6,882 | 4,280 | 160.8% |
| | 3 | Fran Christie | 5,531 | 4,024 | 137.4% |
| V | *1 | Patrena Smith | 9,296 | 3,385 | 274.6% |
| | 2 | Randy Stockley | 7,108 | 3,410 | 208.4% |
| | 3 | Morgan Breier | 6,565 | 3,348 | 196.1% |
| VI | *1 | George Murry | 4,960 | 2,985 | 166.2% |
| | 2 | Brett Hulme | 3,910 | 3,123 | 125.2% |
| | 3 | Jaymz Hall | 3,939 | 3,206 | 122.9% |
| VII | *1 | William Rol | 6,029 | 2,564 | 235.1% |
| | 2 | Criseida Hernandez | 3,657 | 2,777 | 131.7% |
| | 3 | Barbara Rabelo | 3,096 | 2,641 | 117.2% |
| VIII | *1 | Joseph Tibayan | 3,444 | 2,292 | 150.3% |
| | 2 | Chas Robinson | 3,042 | 2,292 | 132.8% |
| | 3 | Linh Nguyen | 2,853 | 2,365 | 120.7% |

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: MAY

| Category | Rank | Cards | Obj | % Obj | |
|----------|------|-----------------|-------|-------|--------|
| I | 1 | Christa Davis | 7,127 | 5,826 | 122.3% |
| | 2 | JT Tasker | 6,464 | 5,859 | 110.3% |
| II | 1 | Beth Farm | 5,872 | 5,006 | 117.3% |
| | 2 | Lacy Martin | 4,474 | 4,893 | 91.4% |
| III | 1 | Deborah Boles | 2,619 | 2,196 | 119.2% |
| | 2 | Katherine Pratt | 3,755 | 3,665 | 102.4% |

MANAGERS: YTD

| Category | Rank | Cards | Obj | % Obj | |
|----------|------|-------------------|--------|--------|--------|
| I | *1 | Christa Davis | 39,386 | 29,129 | 135.2% |
| | 2 | JT Tasker | 30,639 | 29,296 | 104.6% |
| II | *1 | Stephanie Baumann | 21,012 | 20,928 | 100.4% |
| | 2 | Beth Farm | 24,698 | 25,028 | 98.7% |
| III | *1 | Rosanna Gill | 18,563 | 15,328 | 121.1% |
| | 2 | Deborah Boles | 11,850 | 10,982 | 107.9% |

MOST ORIGINAL CARDS GENERATED: YTD

- 1**
PATRENA SMITH
6,278
- 2**
ERICA DALAGER
3,293
- 3**
TRAVIS DANIELS
3,213



1
PATRENA SMITH
EAST HARTFORD, CT

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.

WORLD'S GREATEST BONUS



HUSSEIN HAMID

\$18,440
Hart-Dushaj

MIKE REED

\$11,142
AO

JOSHUA DISHONG

\$10,417
S-S-Bendure-Hartwig

ANDRE CRUMP

\$9,689
Hart-Dushaj

ROGER FREDERICKS

\$9,578
AO

MAY BONUS LEADERS

PAYOUT: \$2,430,475

QUALIFIERS: 3,999

- \$18,440 Hussein Hamid
- 11,142 Mike Reed
- 10,417 Joshua Dishong
- 9,689 Andre Crump
- 9,578 Roger Fredericks
- 9,572 Chris Anderson
- 9,332 Hans Klink
- 9,105 Roger Fung
- 8,920 Hanan Nagi
- 8,661 Todd Krupa
- 8,326 Kalen Dugan
- 8,231 Lily Sakai
- 7,970 Marvin Khudhur
- 7,192 Robert Jackson
- 7,173 Aref Sayegh
- 6,366 Arturo Romero
- 6,337 Dimitar Cvetkovski
- 6,288 Escarling Urena De Veloz
- 6,422 Derrick Mason
- 6,145 Ashley Rust
- 6,144 Patrick Duray
- 6,093 Kevin Pharaon
- 5,989 Steven Dell
- 5,903 Nathan Kirby
- 5,868 Romal Omid
- 5,830 Carly Ferraro
- 5,658 Anton Tinaj
- 5,619 Jonathan Rindt
- 5,517 Lleison Martinez
- 5,499 Joey Kennedy
- 5,455 Atiya Bell
- 5,451 Bryan Juskiw
- 5,424 Irma Gallardo
- 5,403 Marc Albo
- 5,370 Trenton Miller
- 5,366 Joseph Sarasin
- 5,284 Arif Hajro
- 5,253 James Hodges
- 5,199 Ian Pickett
- 5,162 Logan Klink
- 5,102 Joshua Jahnish-Maltese
- 4,960 Kevin Ishikane
- 4,859 Tyler McKnight
- 4,769 Michael Conner
- 4,761 Tony Georges
- 4,669 Muhammed Ashraf

- \$4,623 Joseph Ciliberti
- 4,525 Shannon Stroud
- 4,446 Alex Smith
- 4,397 Duni Olusegun
- 4,328 Peer Shmelzer
- 4,306 David Ferriolo
- 4,283 Willie Cummings
- 4,254 Makayla Johnson
- 4,168 Brock Lampee
- 4,021 Kevin Gillum
- 4,009 Linda Bryant
- 3,947 Nella Lejeune
- 3,923 Dina Boghdady
- 3,911 Julie Arahamian
- 3,903 Aref Sayegh
- 3,844 Abdulaziz Salem
- 3,843 Carmen Arroyo
- 3,791 Shea Baynes
- 3,757 Crystal Bui
- 3,751 Lamita Dahdah
- 3,744 Ryan Vance
- 3,709 Matthew Zang
- 3,575 Olivia Rayn
- 3,557 Mark Diskin
- 3,554 Edmond Obodai
- 3,553 Meardey Kim
- 3,548 Anton Tinaj
- 3,528 Max Quasem
- 3,520 John Catalano
- 3,494 Anthony Greco
- 3,493 Ifeanyi Ufongdu
- 3,491 Ellen Tuttle
- 3,452 Jacob Kakos
- 3,411 Dylan Jackson
- 3,410 Lauryn Gibson
- 3,398 Brandon Minor
- 3,393 Bradley Christiansen
- 3,392 Samuel Marzula
- 3,353 Noella Coleman
- 3,306 Johnny Ly
- 3,295 Dustin Hess
- 3,291 Youliana Mikhaiel
- 3,272 Howard Hughes
- 3,259 Brian Schmitz
- 3,258 Caren Deanda
- 3,256 Lincoln Dziekonski

- \$3,245 Bobby Park
- 3,180 Jacqueline Kabluyen
- 3,179 Matthew Tien
- 3,167 Tyler Parker
- 3,165 Geovanni Escarzega
- 3,129 Yolette Mompont
- 3,103 Cesar Cozo
- 3,041 Christopher McGlynn
- 3,038 Melissa Losk
- 3,036 Ezra Miller
- 3,035 John Wegley
- 3,034 Mauricio Guerrero
- 3,032 Jadwiga Martins
- 3,024 Tanner West
- 3,006 Aaron Luczak
- 3,004 Daniel Prinzo
- 3,001 Alipate Makaui
- 2,982 Richard Carter
- 2,982 Richard Carter
- 2,952 Michael van Delft
- 2,932 Andrew Chambers
- 2,910 Alan Sedaghat
- 2,910 Kirsten Puhl
- 2,904 Weslee Cajeras
- 2,903 Mark Bernsdorff
- 2,880 Alessandro Succurro
- 2,874 Douglas Clarke
- 2,870 Riche Hays
- 2,867 Brittany Ketner
- 2,860 Eric Okoemu
- 2,854 Amanda Harris
- 2,820 Muhammad Mansoor
- 2,790 Kyle Jones
- 2,783 Ashley O'Donal
- 2,781 Lauryn Gibson
- 2,780 Shawntae Collins
- 2,779 Katie Mitchell
- 2,776 Mackenzie Ritchie
- 2,765 Nicole Mead
- 2,760 Ryan Crawford
- 2,759 Ikram Al-Shobaki
- 2,748 Robert Martik
- 2,734 Mark Aldamuy
- 2,696 Jesusdieu Portilus
- 2,687 Tanner Arbuthnot
- 2,687 Rachael Glamp

- \$2,679 Melissa Hayfa
- 2,677 Leticia Aldaco
- 2,670 Jonni Ng
- 2,665 Angel Paras
- 2,640 Jada McGillis
- 2,627 Colin Ghee
- 2,590 Zackarea Hakim
- 2,584 Luc Do
- 2,577 Abeni Reynolds
- 2,558 Zachary Poker
- 2,558 Bart Barrett
- 2,557 Zachery Kertulis
- 2,545 Kasali Kotun
- 2,545 Zachery McHattie
- 2,541 Aaron Ebel
- 2,532 Alex Miller
- 2,531 Alek Lichniak
- 2,513 Kareem Mutia
- 2,509 Andrew Bishop
- 2,499 Kelly Plouffe
- 2,493 Michael Crowder
- 2,487 Mavrick Fredericks
- 2,484 Joshua Seguin
- 2,481 Lebert McBean
- 2,473 Tamar Epton
- 2,467 Dorota Rusew
- 2,443 Dustin Oetzman
- 2,443 Allison Kusgen
- 2,442 Pedro Davila Neto
- 2,434 Argelia Hernandez
- 2,422 Angelique Dahl
- 2,409 Khadijah Muhammad
- 2,403 Laila Abadi
- 2,401 Jordon Graham
- 2,399 Steven Cousins
- 2,379 Eric Butt
- 2,378 Eric LaBossiere
- 2,368 Joachim Jean
- 2,362 Randa Mustafa
- 2,361 Abraham Mogilevsky
- 2,361 Juliya Ostapyuk
- 2,358 Pablo Solis
- 2,357 Bruce Tan
- 2,347 Mesele Ruhland
- 2,343 Jonathan Collins
- 2,343 Joseph Michelin

- \$2,339 Eric Banks
- 2,338 Babajide Obashoto
- 2,328 Lorena Barriere
- 2,326 Tyler Menge
- 2,325 Hollis Francois
- 2,317 Paul Pestian
- 2,314 Roy Stephens
- 2,301 Kristopher Bour
- 2,297 Cash Sampson
- 2,294 Ardian Gojcaj
- 2,290 Sylvain Kalombo
- 2,280 Denis Snyder
- 2,279 Adrian Horsham
- 2,271 Christina Pinnock
- 2,268 Jennifer Smajda
- 2,262 Randy Ortiz
- 2,255 Tristan Dlabik
- 2,254 Matthew Lehman
- 2,213 Andrew Grimsley
- 2,208 VaShawn Nelson
- 2,207 Jon Golin
- 2,203 Bernadette De Guzman
- 1,928 Adrienne Bragas
- 1,927 Charmaine Agoncillo
- 1,927 James Wright
- 1,925 Sarah Handy
- 1,919 Aaron Patt
- 1,918 Nicole Cenknier
- 1,918 Ariel McAlister
- 1,917 Benzak Cooper
- 1,916 Michael Castro
- 1,916 David Tucker
- 1,911 Jessica Chang
- 1,910 Isaac Foster
- 1,910 Salaur Khorrami
- 1,910 Jacob Fredal
- 1,889 Sullena Staton
- 1,887 Andre Taylor
- 1,885 Marcus Mateus
- 1,882 Damen Hartwick
- 1,880 Andres Liranzo
- 1,880 Evelyn Hoyos
- 1,878 Rakeem Miller
- 1,873 Troy Kasper
- 1,872 Richard Dyer
- 1,869 Hasan Ghazal

- \$2,039 Jenny Nguyen
- 2,038 Matthew Benyo
- 2,035 Jillian Getz
- 2,030 Marc Futterweit
- 2,028 Ariel Owens
- 2,026 Tina Pitts
- 2,012 Zachary Hager
- 2,009 Haley Hines
- 1,986 Derrick Davenport
- 1,985 Jeanine Reighn
- 1,984 Daymon Green
- 1,981 Bryan Hohenthauer
- 1,975 Alexis Gomez
- 1,974 Brinsley
- 1,973 Brayden Disanza
- 1,972 Jesse Fullmer
- 1,965 Michael Dennis
- 1,962 Andria Grimsley
- 1,961 Mariachiinquinqui Urdaneta
- 1,934 Patricia Santamarina
- 1,928 Adrienne Bragas
- 1,927 Charmaine Agoncillo
- 1,927 James Wright
- 1,925 Sarah Handy
- 1,919 Aaron Patt
- 1,918 Nicole Cenknier
- 1,918 Ariel McAlister
- 1,917 Benzak Cooper
- 1,916 Michael Castro
- 1,916 David Tucker
- 1,911 Jessica Chang
- 1,910 Isaac Foster
- 1,910 Salaur Khorrami
- 1,910 Jacob Fredal
- 1,889 Sullena Staton
- 1,887 Andre Taylor
- 1,885 Marcus Mateus
- 1,882 Damen Hartwick
- 1,880 Andres Liranzo
- 1,880 Evelyn Hoyos
- 1,878 Rakeem Miller
- 1,873 Troy Kasper
- 1,872 Richard Dyer
- 1,869 Hasan Ghazal

- \$1,865 Jamell Ramsay
- 1,850 Sandra Dumas
- 1,850 Justin Schmidt
- 1,848 Asad Ahmed
- 1,840 Myles Coston
- 1,818 Adem Abdula
- 1,815 Tiffney Harmouche
- 1,809 Saul Gonzalez
- 1,803 David Bilotti
- 1,803 Cleopatra Sola
- 1,802 Christopher Applegate
- 1,801 Peter Kaplanis
- 1,799 Zachary Garbrandt
- 1,797 Donald Gregoire
- 1,792 Eyad Awdi
- 1,791 Alexander Valencia
- 1,790 George Jones
- 1,782 Adriana Marte
- 1,781 Trevor Henaire
- 1,780 Edward DeFurio
- 1,778 Austen Oakes
- 1,778 Hunter Welty
- 1,778 Iris Saavedra
- 1,777 Tanya Sutton
- 1,776 Fatima Jaguros
- 1,753 John Marchese
- 1,753 Hisham Tabak
- 1,531 Nicolette Benecke
- 1,528 Snoor Qaradaghi
- 1,528 Nadia Bailey-Robinson
- 1,524 Laura Knopf
- 1,518 Meaghan Montoya
- 1,515 Maria M Ramirez
- 1,514 Casey Jarratt
- 1,514 Anne List
- 1,514 Athea Buchanan
- 1,511 Blair Sheppard
- 1,510 Nadia Bailey-Robinson
- 1,505 Marc Dorceus
- 1,504 Alexandra Jaeger
- 1,501 Evelyn Howell
- 1,499 Erikka Michaels
- 1,497 Shyla Bateast
- 1,495 Miranda Pettitt
- 1,494 Yvette Nelson
- 1,491 Alfred Blackmon
- 1,491 Connor Fredrick
- 1,487 Zachery Hawthorne
- 1,482 Dustyn Dewitt
- 1,480 Brad Archer
- 1,480 Alexandra Bumford
- 1,476 Carly Baird
- 1,473 Jeffrey Rauscher
- 1,472 Mariam Shahid
- 1,470 Henry Jacobs
- 1,469 Joshua Bacchus
- 1,468 Anton Ljiljdjuraj
- 1,467 Anne Marie Giron
- 1,467 Laurekins Pardovani
- 1,467 Michael Santosuosso
- 1,467 Oleg Novitchii
- 1,457 Felipe Machado-Santanna
- 1,455 Cameron Spadacene
- 1,451 Eugene Gardner

- \$1,451 James Coffee-Tavi
- 1,451 April Garner
- 1,442 Michael Giachetti
- 1,441 Sarah Quick
- 1,440 Shawn Penner
- 1,435 Andrew Brown
- 1,432 Dunia Shaba
- 1,429 Skay Nusenu
- 1,424 Erika Walker
- 1,424 Cathleen Hairston
- 1,422 David Staffieri
- 1,422 Deion Alocozy
- 1,420 Jovencio Sales
- 1,419 Marcus Martin
- 1,419 Zachary McCormack
- 1,419 Elijah Jackson
- 1,418 Imani Banks
- 1,415 Jesse Garnier
- 1,414 Matthew Ficarra
- 1,414 Leanne Erney
- 1,412 Cameron Ontko
- 1,411 Endira Starks
- 1,410 Gabrielle Malate
- 1,409 Joshua Elkins
- 1,407 Harold Durana
- 1,407 Sean Melaven
- 1,401 Alejandro Sanchez Rios
- 1,399 Michael Sherwood
- 1,393 Drake Smith
- 1,391 Stephanie Powell
- 1,389 Mackenzie Burchett
- 1,387 Francisco Vasquez
- 1,386 Leroy Smith
- 1,384 Cory Moncol
- 1,384 Eileen Vasquez
- 1,373 Jeslyn Gordon
- 1,373 Justin Sutton
- 1,373 Vishwanath Sankaran
- 1,372 Mollie Uphoff
- 1,372 Justin Diaz
- 1,372 Sumarah Montas-Brown
- 1,371 Mia Mitchell
- 1,369 Leone Fereti
- 1,369 Tyler Boulden
- 1,368 Stephen Bowen
- 1,360 Helen McClary
- 1,358 Kevin Henderson
- 1,357 Preeti Sahgal
- 1,355 Sumarrah Pizzoferrato
- 1,354 Joshua Hosenbold
- 1,352 Ryan Burns
- 1,349 Jean-Marie Otiom
- 1,345 Vanessa Ayala
- 1,341 William Murtha
- 1,339 Monique Miller
- 1,338 Murwatullah Amiry
- 1,335 Kathryn Gilluly
- 1,330 Geoffrey Griffin
- 1,328 Anizabeth Parra Gonzalez
- 1,325 Hector Sartori
- 1,324 Osmaning Ventura
- 1,321 Jennifer Jantzen
- 1,320 Jorge Alvarez

- \$1,319 Christopher Bungay
- 1,318 Alexander Pham
- 1,310 Matthew A Wilson
- 1,309 Zachary LeFoll
- 1,309 Stanley Walker
- 1,308 Eldine Mpanzu
- 1,306 Rana Shirer
- 1,305 Lily Carpenter
- 1,303 Harvey Quinn
- 1,299 Richard Tabanji
- 1,299 Louis Chiappetta
- 1,299 Igor Melcharek
- 1,299 Patrick Guthrie
- 1,292 Ashley Hutson
- 1,289 Ebony Romain
- 1,287 Horace Johnson
- 1,285 Sean Walsh
- 1,284 Francis Ingulli
- 1,283 Danita George
- 1,280 Omar Vasquez
- 1,277 Gavin Rindt
- 1,274 Jenny Alvarez
- 1,273 Richard Pelliccia
- 1,271 Frederick Cole
- 1,269 Adam Barritt
- 1,268 Chandra Seepersad
- 1,263 Kory Louvelle
- 1,261 Altina Arakelian
- 1,252 Jeffrey Atkinson
- 1,251 Christy Anderson
- 1,250 Triston Miller
- 1,250 Debbie-Ann Whitehorse
- 1,247 Nicolas Jaroslavsky
- 1,245 Tiffany Perdue
- 1,244 Ladan Rahbary
- 1,240 Stephanie McBride
- 1,240 Randal Arcangelini
- 1,239 David Todd
- 1,239 Deana Greengo
- 1,238 Vivienne Matalon
- 1,237 Claudia Jacquet
- 1,231 Chase Snider
- 1,231 Yamid Mendoza Sanchez
- 1,229 Kempton Perry
- 1,220 Matthew Code
- 1,219 Shayden Rasheed
- 1,215 Evin Finley
- 1,214 Ryan Ohm
- 1,213 Brad Toyama
- 1,203 Jason Bratin
- 1,198 Luz Gonzalez Silva
- 1,197 Jalen Holmes
- 1,197 Shannon Stewart
- 1,195 Everin Suarez
- 1,194 David Rice
- 1,191 Scott Whitford
- 1,190 Michael Geyer
- 1,188 Farnaz Fotovat Ahmadi
- 1,187 Mitchell Messer
- 1,183 Shayla Harris
- 1,180 Christopher Johnson
- 1,179 Antonio Arabo

- \$1,178 Phillip Kogel
- 1,177 Sean Petrusek
- 1,174 Kelvin Ellmers
- 1,172 Phillip Rigoli
- 1,172 Steven Phillips
- 1,171 Emma Barnes
- 1,170 Veronica De La Cruz
- 1,166 Heather MacDonald
- 1,164 Kelsey Perry
- 1,161 Keane Rogers
- 1,160 Alvaro Uribe Gonzalez
- 1,159 Shania Lemon
- 1,158 Mary Franklin
- 1,158 Chad Mitchell
- 1,157 Fouad Gerges
- 1,155 Akinyemi Akinseye
- 1,153 Gregory Rudolph
- 1,151 Azasha Menfield
- 1,150 Stephen Coons
- 1,149 Jonathan Ojendi
- 1,144 Christopher Rolph
- 1,142 Andrew Hynan
- 1,142 Rochelle Royce
- 1,142 Winston Armstead
- 1,141 Kelly McDonald
- 1,140 Juan Almaraz-Segura
- 1,140 Nicholas Jones
- 1,140 Melissa Argomaniz
- 1,138 Trace Cary
- 1,136 Elizabeth Makuch
- 1,134 Gerardo Gonzalez
- 1,133 Kevin Hartley
- 1,132 Danielle Velasquez
- 1,129 Deaveon Francisco
- 1,123 Cameca Poole
- 1,123 Agnes Collins
- 1,121 Ryan Bevan
- 1,119 Dawn Smith
- 1,118 Patrice Keti
- 1,117 Preston Lewis
- 1,115 Zeinab Aoun
- 1,115 Tyler Church
- 1,111 Julian Dickinson
- 1,108 LaQuanda Calhoun
- 1,107 Montana McDonald
- 1,106 Christopher Munoz
- 1,103 Evan Reid
- 1,100 Heather Hayden
- 1,100 Christa Effiong
- 1,093 Gianni Arvanitis
- 1,093 Travis White
- 1,093 Kelly Matthews
- 1,091 Aminata Joof
- 1,090 Kassandra Nepean
- 1,087 Jesse Briscoe
- 1,086 Isaac Fuentes
- 1,085 Ausha Shaw
- 1,082 Rebecca Reynolds
- 1,081 Adriana Santander
- 1,080 Eranda Prenga
- 1,079 Krystal McGlown
- 1,078 William Davies
- 1,078 Zlata Titova

- \$1,078 Adam Wheeler
- 1,077 Adam Kidikas
- 1,076 Kettia Simon
- 1,073 Stephanie Dunbar
- 1,073 Kendrick Greene
- 1,073 Dylan Hurd
- 1,067 Christopher Carns
- 1,065 Joseph Hogue
- 1,064 Dominic Yousef
- 1,063 Doron Freud
- 1,063 Hany Mikhail
- 1,061 Courtney Munoz
- 1,061 John Depenbrok
- 1,061 Dominick Williams
- 1,059 Istique Ahamed
- 1,056 Gabriel Luna
- 1,055 Corey Hallam
- 1,054 Mark Lomonaco
- 1,052 John Carter
- 1,052 Darren Lawhon
- 1,052 Jason Gieslik
- 1,051 Brian Cabral
- 1,050 Rex Munsey
- 1,048 Dain Bowen
- 1,048 Lopez Haire
- 1,041 Jody-Ann Peters
- 1,040 Kevin Dimery
- 1,039 Dustin Holtz
- 1,038 Brandon Scharmer
- 1,037 Jonathon English
- 1,035 Woodrow Kincaid
- 1,034 Lynn Jenkins
- 1,030 Kia Currie
- 1,029 Samuel Holden
- 1,027 Diontae Alleyne
- 1,025 Jacey Volkman
- 1,023 David Bound
- 1,022 Jeffery May
- 1,022 Jacob Bennett
- 1,022 Joshua Johnson
- 1,021 Erika Torres
- 1,021 Bernice Manor
- 1,021 Sandra Winstead
- 1,019 Ron Dexter Hawthorne
- 1,016 Ivoni Fuimaono
- 1,014 Jennifer Anthes
- 1,014 Dylan Murphy
- 1,014 Zachery Nelson
- 1,013 Nan Chen
- 1,012 Kwabena Antwi
- 1,010 Briana Porter
- 1,009 Carrie Daigle
- 1,008 James Snipes
- 1,007 Senitta Swinton
- 1,005 Mikelle Mayfield
- 1,003 Melvin Bradford
- 1,002 Jorge Gonzalez
- 1,001 Mohammed Azam

LEADERSHIP BONUS

1



JOSEPH GOJCAJ
\$39,297
Hart-Dushaj

2



MOHAMAD RAYCHOUNI
\$37,862
Hart-Dushaj

3



BRANDON NEAL
\$30,201
Hart-Dushaj

4



JASON BRATIN
\$26,922
Simon Arias

5



MARK NEILSON
\$26,305
AO

MAY BONUS LEADERS

PAYOUT: \$1,756,405

QUALIFIERS: 748

- \$39,297 Joseph Gojcay
- \$37,862 Mohamad Raychouni
- \$30,201 Brandon Neal
- \$26,922 Jason Bratin
- \$26,305 Mark Neilson
- \$25,573 Edward Leon
- \$24,932 Tristan Dlabik
- \$21,840 Gjon Ljuliduraj
- \$20,373 Beau Locker
- \$17,786 Paul Smith
- \$16,250 Mike Paragiou
- \$15,526 Michael Mandella
- \$14,730 Jeffrey Espinal
- \$14,704 Jacob Brown
- \$14,011 Bobby Gujral
- \$13,751 Matthew Conrad
- \$13,083 Joshua Olin
- \$12,988 Michael Giachetti
- \$11,384 Meaghan Krecsko
- \$11,334 John Curry
- \$11,306 Ariana Jones
- \$10,973 Darrell Asbell
- \$10,516 Eric Thompson
- \$10,324 Samuel Boyle
- \$10,322 Brent Bowling
- \$10,003 Clayton Slaughter
- \$9,722 Timothy Bugge
- \$9,646 Clint Perry
- \$9,483 Phillip Waisman
- \$9,465 Daniel Umbertone
- \$9,277 Jessica Chang
- \$9,134 Steven Dell
- \$9,077 Bobby Hamilton
- \$9,008 Valentino Kalaj
- \$8,866 Joe Lewo
- \$8,846 Dustin Dunbar
- \$8,831 Adrienne Bragas
- \$8,764 Derek Foore
- \$8,757 Zach Otto
- \$8,611 Heriberto Chavez
- \$8,586 Carey Hartman
- \$8,329 Tony Geer
- \$8,242 Sokol Fazliu
- \$8,136 Travis Vaughn
- \$8,003 Ryan Stenglein
- \$7,989 Timothy Welsh
- \$7,901 Augusto Arango
- \$7,718 Andrew Bishop
- \$7,635 Erin Allen
- \$7,562 Joshua Goodman
- \$7,485 Jean Joseph
- \$7,450 Corey Helly

- \$7,268 Sergio Carta
- \$7,268 Ashley Clarke
- \$7,240 Kimberly Hamilton
- \$7,182 Keeland Bryant
- \$7,051 Patricia Contreras
- \$6,979 Angel Contreras
- \$6,914 Jonathan Da-al
- \$6,733 Brody Maughan-Evanson
- \$6,730 Steven Warner
- \$6,698 Michael Burningham
- \$6,609 Alexis Gomez
- \$6,584 Tina Nelson
- \$6,533 Mark Aldamuy
- \$6,461 Romal Omid
- \$6,426 Magda Figueiredo
- \$6,356 Matthew Cartwright
- \$6,264 Michael Romero
- \$6,238 Danielle Morales
- \$6,195 Blake Higuchi
- \$6,169 Michael Raven
- \$6,042 Lauren Coyne
- \$5,974 Jonni Ng
- \$5,938 Kellie Hoffman
- \$5,894 Nicole Sanders
- \$5,835 Luay Ghawi
- \$5,826 Matthew Turnquist
- \$5,738 Rita Rider
- \$5,727 James Sodan
- \$5,698 Walter Icaza
- \$5,682 Alex Kae
- \$5,593 Sara Vaz
- \$5,581 Kevin Appasamy
- \$5,580 Hunter Welty
- \$5,563 Alma Lozano
- \$5,514 Daniel Prinzo
- \$5,510 Begona Patino-Lopez
- \$5,508 Myaa Fallon
- \$5,471 Gregory Rudolph
- \$5,425 Saul Lopez
- \$5,367 Bryan Juskiw
- \$5,308 Tony Geer
- \$5,280 Mark Bernsdorff
- \$5,276 Harold Durana
- \$5,251 Iris Saavedra
- \$5,212 Joshua Jackson
- \$5,186 Pette Holland
- \$5,108 Jessie Kwiatkowski
- \$5,076 Britton Costa
- \$5,070 Erica Robertson
- \$5,045 Jeffery Thiel
- \$5,041 Jerome Benenati

- \$4,921 Levar Morgan
- \$4,819 John Santosuosso
- \$4,638 Bruce Viaje
- \$4,592 Elvis Tinaj
- \$4,503 Phi Phan
- \$4,436 David Carpenter
- \$4,405 Loraine Harris
- \$4,384 Shawn Lewicki
- \$4,311 Chase Miller
- \$4,308 George O'Shea
- \$4,307 Laura Dennee
- \$4,290 Francis Ingulli
- \$4,287 Jeffrey A Smith
- \$4,282 Christian Gojcay
- \$4,244 Christopher Botelho
- \$4,230 Tommy Conard
- \$4,209 Jorge Toribio
- \$4,205 Jessica Guerrero
- \$4,176 Jeff Wentworth
- \$4,093 Jon Morrow
- \$4,059 Tiffany Babin-Washington
- \$4,019 Sabrina Kryshundayal
- \$4,017 Sean Shephard
- \$4,016 Travis Picklesimer
- \$4,002 Slavita Hut
- \$3,940 Yussuf El-Zein
- \$3,916 Darius Rowan
- \$3,912 Steven King
- \$3,793 Adam Kidikas
- \$3,791 Christopher Hintz
- \$3,784 Donald DeVoise
- \$3,775 Jennifer Jantzen
- \$3,752 Patrick Knouse
- \$3,721 Bobby Park
- \$3,707 Hunter Houvener
- \$3,696 Michael Cirelli
- \$3,678 Marisa Willgruber
- \$3,625 Veronica Coval
- \$3,610 Aaron Parks
- \$3,606 Brian Jerome
- \$3,505 Jenna Grula
- \$3,501 Brandon Eck
- \$3,473 Adem Abdula
- \$3,465 Sean Velasquez
- \$3,457 Bethany Evans
- \$3,448 Alan Sedaghat
- \$3,420 Sylvain Kalombo
- \$3,410 Selma Ogresovic
- \$3,400 Matthew Hudlin
- \$3,378 Cara DeFiore
- \$3,377 Ian Rouleau

- \$3,371 Jose Viramontes
- \$3,353 Tucker Gregor
- \$3,337 Mayra Robles
- \$3,331 Jordan Lacy
- \$3,299 Andy Batten
- \$3,281 Stephen Jeung
- \$3,270 Michael Gerstein
- \$3,266 Patrycja Grudzinska
- \$3,266 James Sherwood
- \$3,216 Brandon Minor
- \$3,215 Stella Roznovan
- \$3,211 Pablo Solis
- \$3,175 James Keefer
- \$3,161 Kelly Ekker
- \$3,152 Michelle Olivo
- \$3,139 Klyo Vidal
- \$3,125 Adel Al Choufi Naim
- \$3,098 Melinda-Rae Lyse
- \$3,092 Doreen Ryan-Foti
- \$3,091 Justin Adams
- \$3,080 Justin Adams
- \$3,079 Dwayne Gomez
- \$3,051 Thomas King
- \$3,044 Mark Lahijani
- \$3,033 Tiffani Tavormina
- \$3,026 Justin Love
- \$3,017 Raul Rojas
- \$3,015 Demitrius Lucas
- \$2,986 Rafael Medina
- \$2,986 Dustin Holtz
- \$2,995 Darez Meriwether
- \$2,986 Dustin Holtz
- \$2,959 Jonathan Jones
- \$2,919 Nick Scordos
- \$2,912 Ernesto Delgadillo
- \$2,891 Mark Auvil
- \$2,882 Joshua Krueger
- \$2,831 London Burnett
- \$2,820 Jeffrey Hudson
- \$2,799 Alipate Makaui
- \$2,767 Arif Hajro
- \$2,766 Johnny Ly
- \$2,763 Ryan Wilson
- \$2,735 Ransy Vazquez
- \$2,712 Jagdish Sukhua
- \$2,692 Claude Hamilton
- \$2,686 Justin Sutton
- \$2,685 Shahab Mahdavinjad
- \$2,685 Sarny Jacques
- \$2,651 Maria M Ramirez
- \$2,642 William Dugan
- \$2,627 Serge Brouillette

- \$2,598 Omar Billy
- \$2,585 Darcy Schriber
- \$2,546 Maurice Coleman
- \$2,532 David Wang
- \$2,518 Tahis Quintero Bonilla
- \$2,506 Chris La Fond
- \$2,498 John Vacca
- \$2,478 Jeffrey Witherall
- \$2,477 Sean Blaney
- \$2,464 Theodore Ryan
- \$2,458 Doris Martinez Garcia
- \$2,451 Sean Brannan
- \$2,450 Dana Velez
- \$2,450 Aaron Piotrowski
- \$2,439 Samuel Marzula
- \$2,400 Michael McKiernan
- \$2,392 Antonio Reyes
- \$2,392 Robert Hughes
- \$2,380 Roy Stephens
- \$2,375 Nathan Stuck
- \$2,367 Michael Battaglio
- \$2,367 Behrad Baghbanian
- \$2,359 Nicholas Wang
- \$2,346 Michael Sherwood
- \$2,339 Brandon Dusevic
- \$2,333 Logan Klink
- \$2,302 Christopher Stevens
- \$2,298 Daryl Graham
- \$2,281 Chris McFoy
- \$2,273 John Lamere
- \$2,270 Deborah Noga
- \$2,267 Daniel G Johnson
- \$2,262 Michelle Gould
- \$2,214 Rielly Maher
- \$2,212 IP Harris
- \$2,160 Michael Russo
- \$2,144 Eno Iftiu
- \$2,127 Justin Diaz
- \$2,091 Brenda Fox
- \$2,087 Peter Gabranski
- \$2,070 Jesse Fullmer
- \$2,070 Elias Boles
- \$2,058 David Rigney
- \$2,047 Jesse Rennich
- \$2,004 Anita Ferris
- \$2,003 Nicholas Chuma
- \$2,000 Juan Diaz
- \$1,987 Joshua Bacchus
- \$1,985 Michael Clemente
- \$1,978 Richard Rozolsky
- \$1,975 Matthew Diulus
- \$1,954 Joshua Yurinko

- \$1,945 Nicki Griffiths
- \$1,933 Ed-Maggie Myrthil
- \$1,916 Jennifer Ragan
- \$1,907 Anacleto Arevalo
- \$1,903 Blake Tomblin
- \$1,898 Alberto Alcala
- \$1,894 Regina Koonce
- \$1,889 Alyssa Libby
- \$1,888 Rex Munsey
- \$1,886 Brandon Baker
- \$1,869 Joseph Rotolo
- \$1,864 Carlo Buhay
- \$1,856 Corey Hallam
- \$1,853 Brandon Hughes
- \$1,848 Tiffany Beadnell
- \$1,847 Mario Ruiz
- \$1,841 Lalitha Janardhanan
- \$1,781 Glenn Johnson
- \$1,769 Paul Zuzick
- \$1,753 Melinda Skinner
- \$1,747 Jonathan Maust
- \$1,731 Jessica Santamarina
- \$1,726 Christopher Bungay
- \$1,714 John Collins
- \$1,707 Jeffrey von Kienast
- \$1,703 Tyler Boulden
- \$1,698 Mark Diskin
- \$1,698 Michaela Griffin
- \$1,697 Matthew McDowell
- \$1,672 Michael van Delft
- \$1,642 Dan Ikei
- \$1,640 Jared Guglielmino
- \$1,628 Jake Gelb
- \$1,601 Braxton Amy
- \$1,597 Shanita Friedlander
- \$1,597 Justin Rydziel
- \$1,596 Casey Helly
- \$1,574 Anton Ljuliduraj
- \$1,567 Christie Jauch
- \$1,567 Daniel Perkins
- \$1,551 Daniel Ramirez
- \$1,515 Charles Ferrari
- \$1,489 Erna Gasanin
- \$1,488 Saury Espailat
- \$1,486 James Harding
- \$1,482 Mauro Capozucca
- \$1,473 Drake Smith
- \$1,472 Storm Hutskal
- \$1,471 Razan Zarba
- \$1,467 Cole Hatfield
- \$1,453 Nathan Hunt
- \$1,446 David Stuart

- \$1,437 LaDelus Brown
- \$1,415 Bobby Lo
- \$1,411 Craig Stropf
- \$1,410 Victor Weber
- \$1,400 Lindsey Dettwiller
- \$1,396 Robert Jackson
- \$1,394 Paul Kelly
- \$1,382 Thomas Huynh
- \$1,372 Christopher McGlynn
- \$1,350 Danny Juskiw
- \$1,341 Santiago Calle Ramirez
- \$1,340 Hector Giron-Soto
- \$1,338 Jonathan Williams
- \$1,336 Levi Szanto
- \$1,325 Joshua Williams
- \$1,317 Alexis Hawkins
- \$1,316 David Hausman
- \$1,313 Thomas Longino
- \$1,303 Tyler Dahlin
- \$1,286 Ross Ewen
- \$1,270 Tanner Duy
- \$1,249 DeShawn Moore
- \$1,225 Eric Snyder
- \$1,216 Jadelene Welty
- \$1,190 Candace Minor
- \$1,182 Zachary Poker

- \$1,177 Justin Hermann
- \$1,176 Lauren Lord
- \$1,175 Matthew A Wilson
- \$1,157 Erika Walker
- \$1,151 Tami Chaimov
- \$1,147 Daniel Walton
- \$1,141 Scott Saxton
- \$1,136 Doron Freud
- \$1,125 Alexander Marzilli
- \$1,104 Thomas Romeo
- \$1,096 Aleanya Moore
- \$1,088 Iffrah Tahir
- \$1,075 Daniel Pacheco
- \$1,045 Priscilla Blanco
- \$1,042 Steven Baum
- \$1,039 Genna DeMetsenaere
- \$1,033 Daniel Foore
- \$1,011 James Cassie
- \$1,004 Tammy Gawron
- \$1,002 Manuel Diaz
- \$1,002 Mohamed Shoghar
- \$1,001 Brandon Mogel
- \$999 Keith James
- \$994 Joy Vann-Austin
- \$993 Marie Laine
- \$990 George Shafiek

- \$990 Michael Wright
- \$989 Anthony Chinaglia
- \$984 David Duddy
- \$983 Alexander Johnston
- \$983 Samuel Artzis
- \$982 Jovanie Scarlett
- \$979 Kevin Butchino
- \$977 Tarean Flournoy
- \$972 Samuel Kilburn
- \$969 Jacqueline Kabluyen
- \$969 Cody Allen
- \$969 Francesca Veltri
- \$957 Amy Baird
- \$954 John Torres
- \$949 Kingsley Ibeh
- \$943 Paul Rumbuc
- \$936 Martin Salavec
- \$918 Duni Olusegun
- \$910 Shayla Williamson
- \$904 Ryan McIntosh
- \$895 Jennylyn Militante-Radnoty
- \$891 Joshua McTier
- \$889 Walter Henderson
- \$882 Hasan Ghazal
- \$881 Jordan Hallman

- \$871 Conor Markins
- \$868 Jean Romero Capote
- \$862 Jeffrey Hall
- \$858 Manique Sala
- \$851 Aaron Friedlander
- \$844 Karlie Howard
- \$836 Michael Joseph
- \$820 William Parmeter
- \$817 Janel Wilder
- \$814 Aaron Patt
- \$810 Mark Lomonaco
- \$804 Andrew Haskins
- \$804 Nick Atallah
- \$789 Madison Kilburn
- \$784 Elyse Bryan
- \$784 Ryan Witham
- \$775 Roxie Soto
- \$764 Tanner West
- \$761 Seth Frisby-Jack
- \$756 Bradley Fordyce
- \$752 Jessica Davis
- \$748 Dina Boghdady
- \$744 Jamie Winters
- \$730 Anthony Spataro
- \$730 Barry Donaldson
- \$727 Klaudio Martinaj

- \$724 Tanika Thompson
- \$721 Kenan Hyseni
- \$717 Alfredo Garcia
- \$715 Ronald Spieler
- \$714 Joshua Egyud
- \$708 Victoria Lindner
- \$703 Jhonatan Quintero
- \$689 Matthew Bogle
- \$685 Todd Kisty
- \$684 Avion Johnson
- \$681 Steve Svendson
- \$673 Mele Makaui
- \$667 Kelly Young
- \$664 Timothy Wilson
- \$653 Richard Pazak
- \$641 Jeffrey Tillman
- \$640 Tracy Davis
- \$639 Chad Boskat
- \$636 Jesse Weaver
- \$626 Nicholas Llewellyn
- \$617 Rachel Elfenbein
- \$616 Duncan Ray
- \$607 Max Akers
- \$605 Fatima Jaguros
- \$603 Brock Lampe
- \$598 Astrid Castrillon

- \$594 Lidia Meglei
- \$591 Aleatha Lowe
- \$590 Bryan Czajkowski
- \$582 James Hinton
- \$566 Romas Noor
- \$563 Oyindamola Falegan
- \$559 Tabitha McDermid
- \$553 Joel Nunez
- \$551 Joseph Stapleton
- \$550 Temesghen Starr
- \$541 Anton Donets
- \$540 Alexandra Berberich
- \$530 Kendall Wilson
- \$530 Robert Boyd
- \$526 Raven Fugate
- \$523 Arcelia Zizumbo
- \$522 Danita George
- \$519 Domingo Marcelo
- \$515 Sherrie McCarty
- \$513 Derya Ekren
- \$508 Nicole Preston
- \$507 Andrea D Owens
- \$506 Peter Padro

RGA LEADERSHIP BONUS

1



JOSEPH GOJCAJ
\$93,635
Hart-Dushaj

2



JUSTIN ADAMS
\$49,214
Simon Arias

3



MARK NEILSON
\$36,833
AO

MAY BONUS LEADERS

PAYOUT: \$914,745

QUALIFIERS: 154

- \$93,635 Joseph Gojcay
- \$49,214 Justin Adams
- \$36,833 Mark Neilson
- \$35,360 Mohamad Raychouni
- \$26,925 Matthew Turnquist
- \$24,890 Joshua Olin
- \$23,448 Michael Russin
- \$23,435 Matthew Diulus
- \$23,379 Ryan Fickert
- \$22,439 Brody Maughan-Evanson
- \$21,128 Christopher Hintz
- \$19,670 Britton Costa
- \$19,536 Bobby Gujral
- \$18,389 Reynolds Akuamoa
- \$16,635 Corey Helly
- \$16,059 Daryl Graham
- \$13,974 Chris La Fond
- \$13,603 Walter Icaza
- \$10,918 Lauren Coyne
- \$9,906 Ryan Hall
- \$9,634 Andy Batten
- \$9,100 Randall Cook
- \$8,630 Bobby Hamilton

- \$8,288 Joshua Dishong
- \$7,948 Joseph Tomanovich
- \$7,750 Alma Lozano
- \$7,727 Travis Vaughn
- \$7,436 Michael Gerstein
- \$7,190 Kelly Ekker
- \$6,905 Kimberly Hamilton
- \$6,853 Robert Janev
- \$6,607 Morgan Lobello
- \$6,493 Darcy Schriber
- \$6,464 Ashley Clarke
- \$6,281 Juan Diaz
- \$6,222 Anita Ferris
- \$5,954 Andrew Bishop
- \$5,948 Steven Barton
- \$5,907 Diego Arango Puerta
- \$5,817 Robert Pagan
- \$5,792 Romal Omid
- \$5,791 Jinelly Urena
- \$5,614 Magda Figueiredo
- \$5,397 Blake Higuchi
- \$5,241 David Carpenter
- \$4,977 Mike Allen
- \$4,849 Nicole Sanders

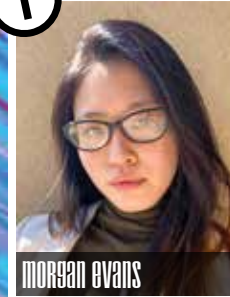
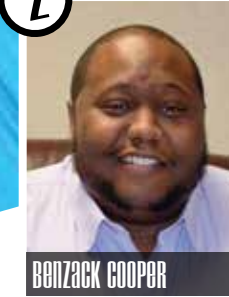
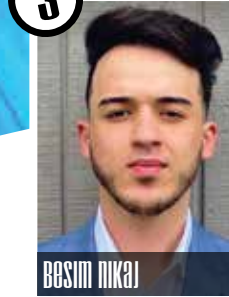
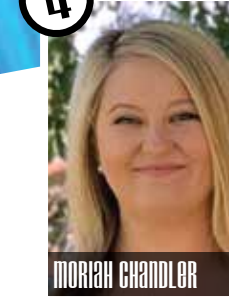
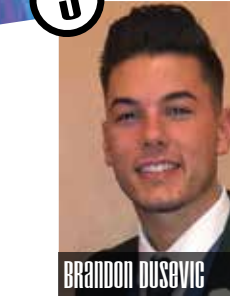
- \$4,752 Gregory Rudolph
- \$4,726 Thomas Longino
- \$4,563 Paul Kelly
- \$4,304 Patrick Knouse
- \$4,052 Gary Slocum
- \$3,861 Michael Clemente
- \$3,859 Dylan Murphy
- \$3,820 Brandon Summerton
- \$3,784 Jessica Chang
- \$3,737 Jenny Kim
- \$3,683 Mike Paragiou
- \$3,682 Yussuf El-Zein
- \$3,649 Luay Ghawi
- \$3,634 Ashley Wenning
- \$3,617 Amr Shater
- \$3,577 Sean Velasquez
- \$3,487 Samantha Ralston
- \$3,395 Doreen Ryan-Foti
- \$3,249 Charles Ferrari
- \$3,246 David Rigney
- \$3,235 Elias Boles
- \$3,228 Scott Wheeler
- \$3,200 Shalom Chaimov
- \$3,078 Elyse Bryan

- \$3,060 Michael Russo
- \$3,040 Peter Kwiatkowski
- \$2,998 Jesse Rennich
- \$2,950 Ransey Vazquez
- \$2,942 David Staffieri
- \$2,729 Jessica Santamarina
- \$2,724 Alex Kae
- \$2,696 Bobby Park
- \$2,660 Jeffrey von Kienast
- \$2,629 Joshua Jackson
- \$2,490 Eno Iftiu
- \$2,455 Thomas J Vena
- \$2,441 Mark Lahijani
- \$2,424 Sara Vaz
- \$2,377 Ryan Ohm
- \$2,206 Michael Cirelli
- \$2,205 Zach Otto
- \$2,177 Alberto Alcala
- \$2,130 Mavrick Fredericks
- \$2,123 Andrew Hynan
- \$2,091 Jonni Ng
- \$2,043 Ryan McIntosh
- \$1,993 Meaghan Krecsko






- \$1,878 Jeffrey Hall
- \$1,873 Jesse Doherty
- \$1,862 Clint Perry
- \$1,842 Hunter Houvener
- \$1,811 Jeremy Rivers
- \$1,802 Chase Miller
- \$1,788 Christopher Botelho
- \$1,715 Beau Locker
- \$1,712 Tommy Conard
- \$1,700 Craig Stropf
- \$1,700 Daniel Umbertone
- \$1,602 Justin Brent
- \$1,543 Christopher Clark
- \$1,533 Adam Kidikas
- \$1,527 Patrick Donovan
- \$1,511 Kingsley Ibeh
- \$1,484 Justin Herrmann
- \$1,465 James Sodan
- \$1,437 Aaron Friedlander
- \$1,357 Tarean Flournoy
- \$1,326 Erin Allen
- \$1,274 Gabriela Sime
- \$1,261 Michael Joseph
- \$1,198 Evan Donoghue

- \$1,185 Hector Mendez
- \$1,124 Sean Hansen
- \$1,108 Duni Olusegun
- \$994 Marisa Willgruber
- \$982 Bruce Viaje
- \$902 Jeffrey Espinal
- \$899 Steven Dell
- \$887 Ricardo Subero
- \$875 Madison Kilburn
- \$813 Ryan Stenglein
- \$776 Antonio Reyes
- \$748 David Wang
- \$606 Alipate Makaui
- \$580 Casey Kunash
- \$577 James Sherwood
- \$555 Kevin Butchino
- \$527 Alexandra Graham
- \$523 Johnny Ly
- \$509 Nathan Hunt

SA/GA DIRECT CODE FIELD TRAINING BONUS

| | | | | |
|--|---|---|--|---|
| 1 | 2 | 3 | 4 | 5 |
|  |  |  |  |  |
| \$40,690 Hart-Dushaj | \$22,827 Hart-Dushaj | \$15,655 Hart-Dushaj | \$13,886 Matt Henderson | \$11,170 Zach Hart |

REINSTATEMENT BONUS


| | | | | |
|---|---|---|---|---|
| 1 | 2 | 3 | 4 | 5 |
|  |  |  |  |  |
| \$8,219 S-S-Bendure-Hartwig | \$3,920 Don Foti | \$3,869 Simon Arias | \$2,548 S-S-Parks-Salvaggi | \$2,379 Brian Schreiter |

MAY BONUS LEADERS | PAYOUT: \$591,062 | QUALIFIERS: 679

| | | | | | |
|--|--|---|--|--|---|
| <ul style="list-style-type: none"> \$ 40,690 Morgan Evans 22,827 Benzack Cooper 15,655 Besim Nikaj 13,886 Moriah Chandler 11,170 Brandon Dusevic 10,766 James Coffee-Tavi 9,727 Michaela Griffin 8,314 Jozef Tinaj 7,506 Ahmed Kassem 6,363 Andre Bzhetaj 6,268 John Catalano 5,616 Kevin Dimery 4,935 Scott Saxton 4,633 Desmond Martin 4,580 Rovena Luljguraj 4,365 Alec Obering 4,058 Selma Ogresевич 4,058 David Hurst 4,033 Taleb Jammoul Hajali 3,877 Benjamin Kesterson 3,709 Corey Helwig 3,695 Cash Sampson 3,695 Mark Lomonaco 3,352 Alex Grushko 3,304 Andrea D Owens 3,277 Stacye Tanksley 3,274 Shawn Quick 3,266 Victor Martel 3,212 Shannon Vidal 3,165 Chad Boskat 3,099 Brandon Eck 3,064 Leia Sanders 3,063 Anton Ljuljguraj 3,018 Colin Ghee 3,003 Joshua McTier 2,998 Tomarus Burks 2,958 Brandon Atchley 2,913 Matthew A Wilson 2,867 Anizabeth Parra Gonzalez 2,812 Justin Diaz 2,781 Jonathan Ojendi 2,773 Samuel Holden 2,731 Sean Blaney | <ul style="list-style-type: none"> \$ 2,672 Brittmarie Yarian 2,668 Mercedes Bens 2,663 Tiffney Harmouche 2,633 Santiago Calle Ramirez 2,571 Braxton Amy 2,550 Cody Langston 2,450 Damaris Trejo 2,450 Conor Markins 2,428 Ryan Hritz 2,388 Zackarea Hakim 2,386 Edgar Gonzalez Montesino 2,382 Jacquelynn Strobbe 2,324 William Benline 2,304 Tichina Haughton 2,235 Lauren Lord 2,233 Chilynn Acevedo 2,226 Marsei Hogan 2,203 Jordan Stelzer 2,169 Adrain Alfred 2,168 Cody Nykoliation 2,160 Alfredo Garcia 2,140 Cesar Perez Ramirez 2,118 Joshua Williams 2,103 Stephanie Powell 2,048 Jillian Heaney 2,044 Katy Rivera 2,014 Jacob Stephens 1,984 Leonardo Alsina 1,922 Gianni Toma 1,900 Paul Torman 1,883 Rafael Sanchez Reyes 1,873 Victoria Lewis 1,825 Derrick Davenport 1,807 Lino Strusione 1,801 Stephanie Dunbar 1,762 Dustie Burton 1,752 Andres Liranzo 1,745 Joshua Egyud 1,734 Susana Alchoufnaim 1,731 Nancy Miller 1,726 Kortisha Brooks 1,714 Joanna Hansen 1,706 Kenneth Fridia | <ul style="list-style-type: none"> \$ 1,665 Kade Beck 1,655 Twana Smith 1,627 Pharyn Wilson-Jones 1,582 Andrew Haskins 1,523 Tanner West 1,521 Michael Nichols 1,517 Darren Lawhon 1,498 Keiko Vinatea 1,478 Sousan Samadzade 1,475 Cameron Spadacene 1,472 Thor Leighton 1,467 James Fangmann 1,458 David Murphy 1,448 Sandra Archer 1,423 Daniel Arzate Roa 1,410 Erika Walker 1,398 Robert Houston 1,390 Krystal Walters 1,374 Rana Shirer 1,367 Terry Powers 1,360 Tara Maley 1,355 Jonathan Barrett 1,344 Mesele Ruhland 1,337 Montana Hanson 1,290 Susan Scott 1,281 Brydon McCleary 1,270 Todd Krupa 1,269 Sharon Jones 1,243 Jennifer Orellana De Gonzalez 1,238 Renato Muhaj 1,232 Dean Thebeau 1,212 Alisha Smith 1,173 Silvia Rivera Barrientes 1,146 Jorge Caridad 1,133 Hannah Bailey 1,127 Adel Al Choufi Naim 1,117 Murwatullah Amiry 1,116 Danita George 1,112 Jacob George 1,094 Matthew Melhorn 1,067 James Snipes 1,066 Nyachuat Deng 1,064 Deion Alocozy | <ul style="list-style-type: none"> \$ 1,052 Asad Ahmed 1,049 Jennifer Lucero 1,048 Ivanna Melnyk 1,047 Edward DeFurio 1,045 Juan Leonardo 1,043 Christopher P Filline 1,040 Daniel Zotter 1,037 Andrew Kazikowski 1,020 Jorge Gonzalez 1,013 Christa Effiong 1,009 Athea Buchanan 999 Joshua Reyes 997 Avion Johnson 997 Steve Svendsen 990 Isaac Foster 989 Robert Trepagnier 984 Willie Cummings 972 Jorge Toribio 969 Jenny Nguyen 960 Anggi Moreno 950 Anthony Chinaglia 949 Shawna Parker 943 Yeraldi Vila Gonzalez 940 Donte Grant 937 Angie Erskine 930 Brandon Foster 918 April Baxter 909 Alexander Marzilli 909 Brittany Douglas 904 Christine Morris 672 Kellie Tucker 900 Renee Zinsky 895 Sarah Collen 880 Maria Lewis 872 Tyrese Holland 867 Daniel Ramirez 863 Vincent Massari 863 Cameron Russell 853 Norman Candelore 851 Joseph Michelin 845 Stephanie Olsen 836 Matthew Ward 835 Nina Blackmon 825 Kia Currie | <ul style="list-style-type: none"> \$ 816 Justin Irwin 814 William Walters 813 Zlata Titova 796 Kate Hernandez 795 Joshua Winters 788 Jonathan Ramirez 786 Jeanine Reign 781 Arcelia Zizumbo 769 Joseph Sarasin 768 Joseph Massucci 765 Roxie Soto 758 Myles Coston 748 Zachary Poker 747 Edrick Shelby 743 Chase Trivison 740 Seth Frisby-Jack 735 Christopher Fortenberry 731 Melissa Nunez 729 Bryan Stoddard 725 Jacob Rosinsky 722 Jesse Barker 719 Robert Jackson 713 Denise Masulit 703 Rachelle Zerbach 702 Selina Maldonado 696 John Reil 694 Millicent Mercon 684 Brynna Tebbe 675 Victor Holmes 672 Michelle Barnett 671 John Torres 671 Sean Smith 664 Brock Lampe 659 Steven Baum 659 LewDaris Posey 653 Kendall Wilson 653 Storm Hutskal 643 Nicole Herrin 640 Michael Coulthard 635 Paula Thompson 625 Cherrish Taylor 619 Rosa Teixeira 614 Enid Franco | <ul style="list-style-type: none"> \$ 611 Nicole Castillo 610 Levi Szanto 608 Bradley Fordyce 605 Al-Shakise Anderson 604 Alejandro Sanchez Rios 595 Crystal Bui 593 Josefina Durand 592 Phylicia Cervini 592 Ireland Sirni 588 Daryl DeWindt 587 Jonathan Parham 587 Jessica Rosenberg 587 Cody Garza 579 Kimberly Arena 578 Anthony Spataro 570 Gunnar Wielinski 567 Mycah Teagardner 566 Rufino Salinas 566 Dianka Blash 565 Michelle Kurtz 564 Eric Butt 559 Mitchell Jeremiah 557 Sara Hernandez 555 Yessika Rodriguez 554 Emily Janes 552 Adianez Rodriguez 549 Travis White 548 Hannah Hoon 539 Samantha Saunders 534 Joshua Wang 533 Barbara Talley 531 Khandi Thomas 529 Graham Carter 528 John Crespin 527 Anthony Marsella 519 Matthew Tien 518 John Curry 517 Daniel Foore 514 Lawrence Smith 507 Robert D Williams 505 Courtni Johnson 503 Mahdi Wade 503 Daniel Durgin |
|--|--|---|--|--|---|

MAY BONUS LEADERS | PAYOUT: \$92,421 | QUALIFIERS: 186

| | | | | | |
|---|---|---|--|---|--|
| <ul style="list-style-type: none"> \$ 8,219 Orby Kelley 3,920 Sami Mogannam 3,869 Joseph B Smith 2,548 Bradley Weigand 2,379 Christiana Bouligny 2,313 Peter Kaplanis | <ul style="list-style-type: none"> \$ 2,112 Natalie Soboleva 1,507 Mitchell Look 1,451 Joseph Faisant 1,358 Alipate Makau 1,337 Richard Barbour 1,332 Muhammed Ashraf | <ul style="list-style-type: none"> \$ 1,313 Ellen Tuttle 1,201 Gina Kramer 991 Hal Herman 989 Christabel Ornelas 917 Scott Davison 861 Sharon Manning | <ul style="list-style-type: none"> \$ 854 Maurice Baritz 835 Nicholas Gasparro 789 Dinah Cawthorne 777 Phyo Phyo 713 Dawid Liniewski 649 Mark Harhager | <ul style="list-style-type: none"> \$ 595 Tobe Pope 589 Steven Mason 582 Elizabeth Makuch 542 Sadat Minick 542 Loraine Patterson 533 Jason Bratin | <ul style="list-style-type: none"> \$ 531 Ralueri Kata 531 Megan Russell 513 Wilmer Jimenez 509 James Caesar |
|---|---|---|--|---|--|



| | | | | |
|---------------------------------|---------------------------|-----------------------------|-----------------------------|---------------------------|
| WORLD'S GREATEST \$2,430,475 | LEADERSHIP \$1,756,405 | RGA LEADERSHIP \$914,745 | SA/GA TRAINING \$591,062 | REINSTATEMENT \$92,421 |
|---------------------------------|---------------------------|-----------------------------|-----------------------------|---------------------------|

All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



Ashley Rust
James Cunningham
Contracted 9/8/15
Qualified 5/31/20
\$1,024,554 Net ALP



Ellen Tuttle
Brett Gryska
Contracted 8/21/12
Qualified 5/31/20
\$1,012,913 Net ALP



Jonni Ng
AO
Contracted 7/15/12
Qualified 5/31/20
\$1,010,895 Net ALP

DIRECTORS OF THE MONTH



Leaders growing leaders

Sales Director of the Month



John Ophals
John had 88.84% growth over May 2019.

PR Director of the Month



Jacqueline Lowe
Jacqueline met 152.40% of Objective during May 2020.



REPEATING SUCCESS



David Zophin
President
American Income Life &
National Income Life Divisions

IT'S HALFTIME, AND WE'RE KILLING IT.

Last month, I wrote about how incredible our performance has been amid all the difficulties, transitions, and unfamiliar territory we've encountered this year. We had the best April in Company history, and I thought things couldn't get any better ...

... until we had the best May in Company history, and at this point, nothing would surprise me. We're seeing records in current agent count, new associates, and reinstatements. We're conserving policies like never before. And we continue to thrive in unprecedented circumstances.

I want to thank you all for an amazing first half of the year. I am extremely proud of you for how you handled our transition to operating virtually, and I appreciate how adaptable you've been in a world that continues to change quickly. If there ever were a moment for you to prove just how strong and resilient you are, it's now, and you have. You are a remarkable

group of individuals and I am proud to be a part of this team.

As we take a moment to reflect on what we've accomplished so far in 2020, I want us all to remember that the year is only halfway over. And just like games are won or lost in the second half, your success and the success of AIL/NILICO will be determined by how well we operate in the next six months.

Luckily, momentum is on our side. Our response to a global and economic crisis has been outstanding, and I'm counting on you to keep up the good work. I'm putting my trust in you to continue our trajectory, finishing 2020 as strong as we started it.

The world continues to face a lot of uncertainty. I know everyone reading this has had to live life differently this year, and my heart goes out to everyone who has been affected by this pandemic, especially those who have

"MOMENTUM IS ON OUR SIDE."

experienced loss. These are circumstances no one would have chosen, and the battle against this illness rages on.

I know you all have the fortitude to fight that battle. Particularly during times like these, we see how important it is to continue our calling to help working families. We see that now, more than ever, we need to offer and maintain protection to the people we serve. And we see that we still have *Opportunity Unlimited* to advance our own careers, doing all we can for our own families' wellbeing.

So let's make the second half of the year as outstanding as the first. If you're meeting your goals, set the bar a little higher and bring your goals up to the next level. Or, if the first six months of 2020 didn't go well for you, there are still six months to turn it around. The great thing about our business is it's very forgiving, so focus on tomorrow and what you can do to get back on track.

Thank you again to everyone who got us to this point. We've had an unbelievable first two quarters, and I have every confidence the next two can be just as successful. Don't slow down. Don't hesitate. Don't look back. Continue to defy the odds and show the world your amazing strength. I'm looking forward to a big win for our Company in 2020, so keep up the hustle and let's shatter a few more records together. 🏆



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• MOON PALACE



MAY 5-8, 2021 •